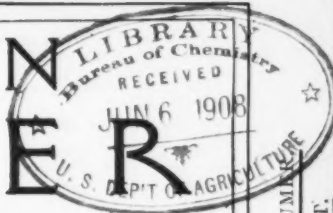


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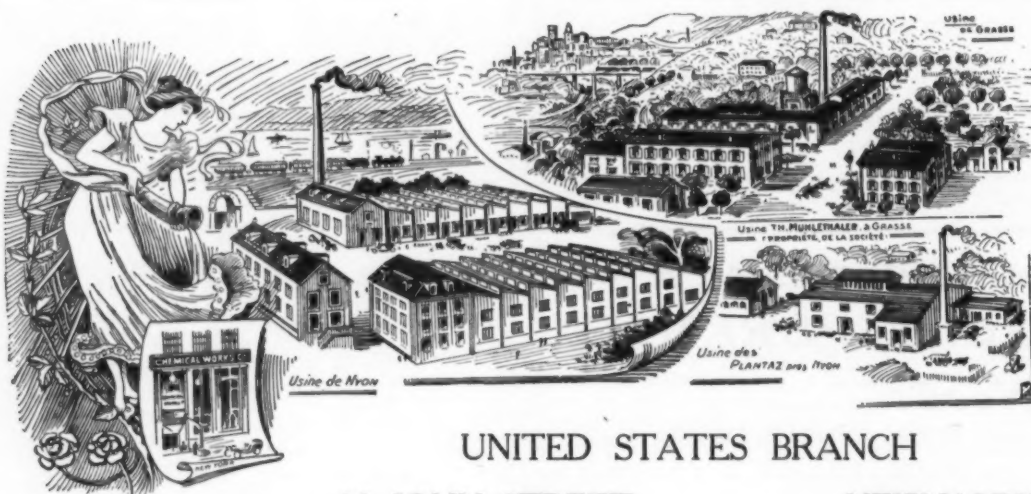
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AND

ESSENTIAL OIL REVIEW

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DESERVED SUCCESS.

The most successful of conventions is now a matter of history. The fourteenth annual meeting of the Manufacturing Perfumers' Association was the best that was ever held, and it deserved to be, for it was well planned, from every side. It was different from previous meetings of the organization, and the innovations were all in the nature of improvements. It was well attended, and those who missed it lost much that they will not secure from a mere perusal of the report, no matter how full and faithful.

In this and succeeding issues of the REVIEW we shall present an account of the convention and the reports and papers presented, but not all the print can convey to the reader the spirit of the meeting and the splendid fellowship with which it was animated.

The new policy of going outside of the membership of the association for papers by experts in their special fields proved a valuable departure, which must result in many other timely contributions to our knowledge. Without making any invidious comparisons, it is but justice to state that the paper by Mr. Wright on "Perfumers' Materials as Viewed by the Customs," should serve as a basis for a better understanding between our trade and the Government. The "Forecast for 1908," coming from the expert of R. G. Dun & Co., was invaluable, both for itself and for the use that can be made of it by all live manufacturers and salesmen. The special reprint of this article, together with that by Mr. James E. Davis, will provide perfumery salesmen with a double-barreled gun that should bring down the most elusive game.

The paper by Dr. True on the U. S. Government's work in the essential oil field awakened more than passing interest, opening a broad vista for the future, though as yet it is only possible. This paper will be printed in full after it has been revised by the genial author.

Mr. Buck's paper on the "Future of the American Perfumer" was so interesting that we can do no better than let it speak for itself, by printing it in full.

The paper on "Synthetics and Natural Products," by

Mr. W. G. Ungerer, was absolutely new, taking up a matter of wide interest, and shedding light on more than one dark corner of vexed questions. It must be studied to be fully appreciated.

Nor must we forget to call attention to the invaluable reports coming from some of the special committees. The painstaking labor evidenced in them impressed every listener, and it is with pleasure that we print them in full, knowing how valuable they will prove to our readers. We wish to call special attention to the Report on Transportation, written by that careful thinker and hard worker, Mr. F. F. Ingram, than whom the association has no more worthy member.

A word must be said for the social side of the convention, for it was important, in its way. The new feature of the reception on the first evening was socially pleasant, and will be better attended hereafter when some interesting features are made part of it. As "The Ladies' Reception," it may become an important feature of future meetings. The theatre party and supper afterwards and the banquet, with that intellectual feast, the address by General Woodford, were better than ever before, and due credit should be paid to the entertainment committee, and its able chairman, Mr. Robeson, who reluctantly accepted reappointment for next year at the earnest insistence of the convention.

The next meeting ought to be even better than this one, if the perfumers of the country awake to the importance of these gatherings and learn from those who attend how inspiring and valuable they are.

THE OLD GUARD.

As was to be expected, the Old Guard was well in evidence at the meeting of the Manufacturing Perfumers. By this we do not mean that all of the Old Guard are of advanced age—but they are advanced in their interest in the association, as they have proven by constant attendance at the annual conventions, by their activity when present, and the good work they have done on committees.

It would be invidious to mention any names, so we desist, but every one who is interested knows who those are who have always done the largest part of the work, who have been willing to sacrifice their valuable time for the common good, without hope of advertising or any other selfish ends in view.

There must be an Old Guard of this kind in every organization, for in aggregates of men there are always the few who are willing to do the work, and the others who are willing to look on and see the work done.

It does not follow that these others are always satisfied. More than once they complain of cliques and the

chosen few, but when called upon to do their share they always have some excuse for not doing more than they have to do.

It must be said in justice to the controlling spirits of the Manufacturing Perfumers' Association, that every member, no matter how humble, is given an opportunity to prove what is in him. The floor is accorded to every one, and even to outsiders with great freedom, and there is no hesitancy in electing to important offices those who manifest a proper interest in the association and work for it. In fact, there is a disposition to give the new blood every opportunity for work, and for this the Old Guard is to be given due credit. But this Old Guard has not yet finished its work—it is to be depended upon for ideas and for activity—all credit to these old soldiers!

DETERMINATION OF CITRAL IN TERPENELESS LEMON EXTRACT.

By R. O. BROOKS, B. Sc. (Formerly State Chemist, New Jersey and Pennsylvania), Consulting Food Inspection Expert, 191 Franklin Street, New York City.

The Federal Standards of Purity for Food Products (circular 19, Office of Secretary, U. S. Department of Agriculture), provide for a flavoring extract made from certain flavoring constituents of lemon oil which are soluble in an alcohol about one-half as strong (50% by volume) as is required to dissolve at least five parts of whole lemon oil. The practically flavorless constituents of lemon oil necessitating the use of a 90 to 95% alcohol are known as terpenes, and the product made with the weaker alcohol, whereby no terpenes are dissolved, is defined as terpeneless lemon extract. This should contain at least the minimum of citral (geranial) to be found in a legally pure, straight lemon extract, viz., 0.2%.

Whether made from whole lemon oil by shaking with weak alcohol (at least 50% by vol. is necessary) and filtering off the undissolved terpenes, or simply by dissolving terpeneless lemon oil (a much less uncertain, laborious and expensive method, by the way), certain flavoring ingredients besides citral are dissolved also; for instance, geraniol, geranyl and linalyl acetates, and citronellal. The latter is an aldehyde like citral and any practicable method for estimating the citral will include, perforce, the small proportion of citronellal present, which is entirely proper, as both represent a definite proportion of the flavoring constituents of lemon oil.

The method of analysis adopted by the writer has been necessitated by the constantly increasing popularity and therefore increased manufacture and sale of a terpeneless lemon extract, and by a Federal food law case now in the U. S. District Attorney's hands. This method is a modification of that described by Romeo (*Chem. and Drug.*, 1905, page 408). He and also Sadtler adopted the well-known method of utilizing, for the determination of an aldehyde, the reaction with salts of sulphurous acid, whereby a bisulphite addition product is formed. In Sadtler's method a neutral sodium sulphite is used and the alkali liberated

by the reaction is titrated with half-normal hydrochloric acid as fast as liberated, and made the basis for calculating the proportion of aldehyde (citral) present.

Chace (Bulletin 105 of the Bureau of Chemistry) investigated this method as applied to a terpeneless extract, but obtained very poor results, on account of the effect of dissociation on the end point, and the regeneration of citral at the temperature obtaining during the process. With Romeo's method he obtained results with alcoholic solutions of pure citral, comparable with the writer's as given below; but because the method was not adapted for the examination of ordinary lemon extracts, lemon oils, etc., he discarded the same for a questionable, treacherous colorimetric method, entirely unsuited to a terpeneless extract that is made with ordinary commercial alcohol and containing artificial color.

The writer's method is as follows: Four grams of "C. P." Potassium bisulphite are dissolved in the smallest allowable quantity of distilled water, and to the solution is added from a burette about 20 c.c. of normal $N/1$ KOH solution. Phenolphthalein indicator is now added and the addition of $N/1$ KOH solution continued drop by drop, until the first suggestion of a pink coloration appears. Comparison with distilled water in tall Nessler tubes will settle any doubt as to the end point having been reached, and the addition of some more indicator will cause the pink coloration to become more pronounced.

To the neutralized bisulphite solution thus prepared is added from a burette exactly 50 c.c. of a solution of Potassium bisulphite, the acidity of which requires approximately equal volumes of tenth normal ($N/10$) alkali to neutralize, using phenolphthalein indicator with the above precautions. This standard solution requires about 16.8 grams of "C. P." Potassium bisulphite to the liter; should not be used when over three days old, and its exact value in terms of $N/10$ alkali solution should be determined just before starting a series of determinations.

Now weigh out carefully 25 grams of the sample of terpeneless lemon extract in question, neutralize any acidity with standard alkali (a few drops of $N/10$ alkali usually sufficient) and add to the above mixture of neutralized and acid sulphites in a 500 c.c. flask. Immediately connect with a reflux condenser and heat on a boiling water-bath three hours. Allow to cool well and before disconnecting run a few c.c.s. of distilled water down the condenser tube. Then add to the contents of the flask a handful of clean, absolutely neutral, common salt and titrate with $N/10$ alkali to first suspicion of pink color as above. Addition of more indicator will cause more noticeable color if end point has been reached, or comparison in Nessler tube with distilled water will assist judgment.

The difference between the value of the 50 c.c. of bisulphite solution in terms of c.c. of $N/10$ alkali solution and the amount of $N/10$ alkali solution required in the final titration, multiplied by .0076, gives the citral in grams.

The above method was tried with the following samples:

- A. 0.150 gr. of C. P. Citral (Schimmel & Co.) made to 100 gr. with 50% alcohol.
- B. 0.205 gr. of C. P. Citral (Schimmel & Co.) made to 100 gr. with 50% alcohol.

C. 0.360 gr. of C. P. Citral (Schimmel & Co.) made to 100 gr. with 60% alcohol.

D. Terpeneless lemon extract made by dissolving a terpeneless lemon oil (Haensels, "Citral 57%") in alcohol so as to contain 0.2% Citral by weight. This oil would not dissolve in 50% alcohol and evidently contained nearer 61% Citral than 57%.

E. Similar extract made from Schimmel's Terpeneless lemon oil, carefully assayed to contain 66% Citral.

The following are the results obtained:

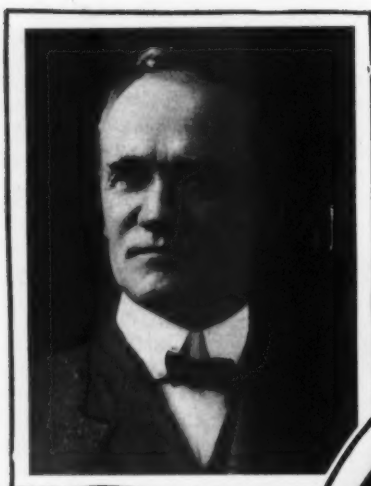
	Per Cent. Citral Present.	Per Cent. Citral Found.
A	0.150	0.154
B	0.205	0.213
C	0.360	0.365
D	0.200 (basis of 57%)	0.223
	0.214 (basis of 61%)	0.223
E	0.200 (basis of 66%)	0.212

It will be seen that the tendency of the method is to give results a little higher than the truth, the benefit of the doubt going to the manufacturer. The application of the method to extracts containing terpenes (ordinary lemon extract) was not tried. Chace (Bull. 105, Bureau of Chemistry), experimenting with Romeo's method, obtained unsatisfactory results. However, in ordinary lemon extract the determination of the whole lemon oil present is sufficient for purposes of legal control, and practically all other purposes as well. For the determination of citral in lemon oil, Chace's colorimetric method may be satisfactory, although it must be remembered that the standard of 4% citral called for in the U. S. Pharmacopoeia, is with reference only to the method of assay (Sadler's) given therein.

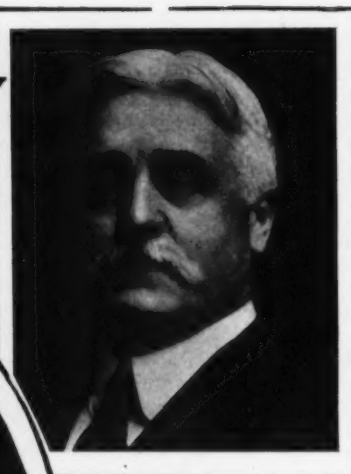
At the great plant of the Cia Industrial Jabonera de la Laguna, S. A., in Gomez Palacio, Mexico, there is now nearing completion a warehouse for the storage of cotton seed which will be unique among the warehouses of the world. It will be the largest cotton seed warehouse in the world and will not have a piece of wood about it. It will be possible to unload twenty cars of cotton seed at one time in the huge warehouse, and the capacity of the building will be more than two thousand car loads without crowding. The warehouse will be used by the largest cotton oil mills in the world, the entire output of which is used right on the ground by the largest laundry soap factory on earth. This is the company of which Juan F. Brittingham is manager, and its products are soap, oil and glycerine, the company operating a branch factory in Torreon for the exclusive manufacture of toilet soap.

Daniel J. Sully, who gained a national reputation by engineering an attempted corner of the cotton market, has been elected president of the Cerro-Colorado Mining and Milling Company, which controls 2,000 acres in Pima county, Arizona, and is capitalized at \$5,000,000. He takes the place of M. A. Rice in the company, whose secretary is R. M. Udall. Mr. Sully is now in the West inspecting the mining property.

He continues to be a soap manufacturer, not having disposed of the place he took over after his downfall as king of the cotton pit.



F.F. INGRAM
1ST VICE-PRESIDENT



GILBERT
COLGATE
2ND VICE-PRESIDENT



WM H. HYDE
SECRETARY



THEO. RICKSECKER
PRESIDENT



FRANK B. MARSH.
TREASURER.

OFFICERS M. P. A. 1908-1909.

1909 PHOTO ENO. (N.Y.)

THE FOURTEENTH ANNUAL MEETING OF THE MANUFACTURING PERFUMERS' ASSOCIATION OF THE UNITED STATES, HELD AT THE DOWN-TOWN CLUB, NEW YORK CITY, APRIL 21-23, 1908.

The meeting was called to order by President Theo. Ricksecker, at 2 o'clock, April 21st. After the election to active membership of the United Perfume Co., of Boston, Mass., the report from the committee on membership, containing certain recommendations, was referred to the committee on resolutions. The committee on entertainment also reported the program for the meeting, which was duly carried out.

Then followed the

PRESIDENT'S ADDRESS.

GENTLEMEN:

A kind Providence has permitted us to again greet each other in health.

It is a pleasure to extend a most hearty welcome to each member and associate member of the Manufacturing Perfumers' Association of the United States to this our Fourteenth Annual Meeting.

The country has passed a decade of unbroken growth of prosperity, culminating in the year 1907, which broke all records, though in its later months we had all kinds of times.

Along with congested wealth came graft, corruption, organized vulgar greed and false valuations by certain cliques of selfish, unworthy men.

The first rumbling of an approaching storm was the Lawson exposure of the chicanery of insurance, financial and commercial wrongdoers, though this had apparently passed from alarm.

But on October 22d, as if out of a clear sky, the lightning struck this and other cities and revealed certain sore spots which staggered public confidence and with which the country was ill prepared to cope on the instant. A panic ensued.

Capital was poured in by our government, by Europe and by our leaders of finance, which stayed the threatening financial chaos.

The shrinkage of certain shares was simply due to the dirty water squeezed out of fictitious, abnormal values, resulting also in the retiring of unworthy, selfish grafters.

Failure, death, losses, suicide, exile and disdain have been their portion.

But the whole country, including the legitimate business men, were compelled to bear a share of the consequent depression.

Our people have, however, awakened to the folly of excessive expansion, to the need of better currency laws, of amendments to certain economic laws. The public conscience has been quickened and we see the fruition of cleaner financial and commercial life; of higher public estimates of individual character and consequently of collective manhood—a gain for the American name not measured by the dollar.

No one man, no clique of men, dominates our beloved country.

The aroused moral and common sense of this great nation does and has vindicated the faith of the immortal Lincoln, that the people can be relied upon to ultimately come out on top.

The length of time of the period of recovery of confidence depends upon the people themselves.

The one question of the public *attitude of mind* alone is the determining part of the equation.

The physical and financial conditions of the country, the public health, the crops and all the forces that make pros-

perity, are in splendid shape for early resumption of good, sound and prosperous business.

Our industry has felt the depression. There is perhaps no more sensitive business barometer than ours.

But we are optimists and confidently turn to brighter days ahead, with faith in our enormous resources and the pluck, enterprise and indomitable will of our people who will not be kept down long.

We can justly claim a decided healthy advance in the status of the industry in general in 1907; in higher conceptions and in our own estimate of the value of our labor, skill and experience, and in the consequent better rewards, all of which will be felt from now on.

The advance in prices to cover increased costs of production has been pretty generally accomplished, but not by concerted agreement on any given schedule.

Each of the houses which advanced their prices considered the matter from their own standpoint and advanced such items as they deemed best, and many have reported their satisfaction in the outcome.

None seem to regret having done so.

These advances have tended also to the development of the artistic end of the business, the more liberal employment of fine crude materials and the taste displayed in the packages, and in the improved character and fineness of the bouquet perfumes and other toilet goods.

The campaign against small unprofitable goods is bearing fruit. Less of them are being sold.

The "freak" and "fake" bottles of a few years ago have been relegated to the rear, as our brethren in the bottle trade will testify. Better boxes, more tasteful lithographic work, and more care generally characterize the make-up to-day, so that the industry, having made these advanced steps in quality and make-up, is still able to cope with the best French goods.

Indeed, the challenge of comparison is confidently asserted and can be maintained on fair test by our best American perfumes.

This seems paradoxical in the face of increase of importations of foreign perfumery the past year of \$172,000. But the solution of the real truth lay in the absence of the actual figures of the increase in volume of American sales, which was considerable, and also in the ignorance and prejudice of buyer and consumer in favor of the French, simply because they are foreign.

CAMPAIGN OF EDUCATION. Personally, I have endeavored to do what I could in our Association to elevate the American name to a higher level and force recognition by both buyer and consumer, but we cannot hope for greater success till we are more thoroughly united in a more serious fashion in the campaign of education, and put the proper amount of money and brains in that effort. In my humble judgment this Association should invest, say, \$500 a year in the publication of incisive articles in the journals and magazines which reach the buyers of this class of goods. We are entitled to at least one-third of imports of foreign goods to be divided up between us, or say \$400,000. Would that not be worth the investment of \$500? If we saved but one-quarter, \$300,000, the cost would be but 3 per cent.

I recommend this to the most earnest, thoughtful discussion and action of the Association, being convinced as a veteran who has handled this class of goods for forty years that the questions of minimizing the sales of unprofitable goods and of squarely challenging the whole world for quality and style is largely in our own hands.

LIFE INSURANCE. Our balance in bank is about \$3,000. I believe our Association's best interests call for any feasible means of holding our membership and gaining new members, and that a simple plan of each year paying the widow of a deceased member at once, without delays, a sum of, say, \$300, would serve these ends and prove a godsend to some poor widows.

On application to the Paris "Perfumer's Society Mutuelle" for information, they sent a courteous reply inviting our members to call when in Paris, but their letter failed to give the desired information about the workings of their Society. Wrote again asking specific questions, but as yet have received no answer. But I am reliably informed that the Paris Perfumer's Society's object is practically one of life insurance only.

Since our own death records the past ten years have averaged about one per year, I see none but good reasons for the adoption of some such plan, and the appropriation of say \$600 for such a fund, without any assessments; the appropriation to be made each year and the plan not to be a part of our by-laws.

This general principle is the cord that binds many association of men together and is well worthy our thought and action, though there is naturally a division of opinion.

TARIFF REVISION. As revision is a foregone conclusion facing us next year, it is wise to be prepared, though the best inside information available as yet indicates no serious attempt at disturbing our interests.

The records of expenses incurred in former tariff changes involving trips of your Committee of Four to Washington and the pay of a skilled, influential watchman on the ground show that \$1,200 covered the total in the most expensive campaign, so that we may anticipate a much less amount, if we have to deal only with the friends of protection.

Our various committees will furnish interesting facts and suggestions, useful and stimulating to us all.

I repeat, in summing up, that the year has been one of *aggressive progress* in the creation and development of finer goods and of the minimizing of the cheap and unprofitable goods.

In the *improvement in prices* which make possible the above conditions.

Perhaps some members may not realize the amount of work, of correspondence, thought and time employed by its officers. As an instance the above campaign alone involved, say, 200 letters and 5,800 circular letters to firms, buyers and salesmen.

The Secretary, the Treasurer, the Chairman, Executive Board and of Committees, are all especially commended for their cheerful, loyal interest and work during the year.

Finally the strength of our Union has grown in a feeling of greater mutual confidence and friendly intercourse.

Let us safeguard these conditions by consideration for each others' feelings and opinions and by a united front in the advancement of our common interests; of still higher ideals, and the ultimate supremacy of the American name, not only in our own country, but in the markets of the world.

This was referred to the committee on resolutions. The report of the secretary was received, showing a slight falling off in membership. The new members were as follows: *Active*, United Perfume Co., Boston, and Mellier Co., perfumes, St. Louis. *Associate members*, Waterbury Paper Box Co., Waterbury, Conn., and Brass Goods Manufacturing Co., Brooklyn.

The report of the treasurer was received, showing over \$4,200 resources, and was referred to an auditing committee of Messrs. Ingram and Marsh.

The executive committee presented its report—referred to committee on resolutions. The same procedure followed as to reports of committees on trade interests, fraternal relations, importations and campaign of education.

The paper by Mr. J. Clifton Buck was then read (see another page of this issue).

Following the paper there was discussion of the recommendations in the President's message as to Insurance and defraying the expenses of out-of-town members, but with no definite result. Adjournment.

At the meeting on Wednesday morning the committee on nominations was appointed, consisting of Messrs. Davis, Bradley, Jennings, Ad. Spiehler, and West. The auditing committee reported, finding books correct in every particular, heartily commending the work of Treasurer Bradley, and asking to have him accept another term, even if the constitution had to be suspended. Mr. Bradley firmly refused.

The committee on parcels post reported (the full report appears on another page), referred as usual. Dr. Wm. Jay Schieffelin spoke on "The Pure Food Law as Affecting the Perfumery Business," commending the paper on that subject presented at the last meeting by Dr. Mayo, and adding some observations thereto.

In the afternoon the paper on "The Government's Experiments in Distillation of Perfumers' Oils" was read by Dr. R. H. True. Considerable interest was manifested in the paper and samples shown. The paper will appear in full in the REVIEW.

The report of the committee on transportation was read by its chairman, Mr. F. F. Ingram, and proved so valuable that it will be reproduced in our pages as speedily as possible.

The committee on resolutions then reported, the following recommendations passed upon by them being adopted:

Life Insurance is recommended earnestly by our president, but your committee cannot see our way clear to recommend this new idea, especially at the present time, on lines laid down. We do, however, recommend the naming of a special committee of three to make a study this year to report at our next annual meeting, either a ways and means, or on a feasible plan, that will appeal to our members, for the reason that the plan as outlined by our president *does not seem to be unanimous*.

COMMITTEE ON FREIGHT AND TRANSPORTATION.

This committee report shows great care, thought and work, it is one of the best papers in this subject that has ever been read by the association, perhaps too long to grasp at one reading, but we feel sure and recommend every member to read it over carefully as soon as the fourteenth annual proceedings are received.

We have the following suggestions regarding the above report:

First. That a resolution be offered that the chairman of the committee, or the whole committee, be authorized to co-operate with representatives of the Industrial Traffic League, or any other person or association interested in employing transportation service.

Second. That a resolution be offered that the chairman of the above committee be requested to represent this association, when, in his discretion, he deems it may be advantageous, at Washington, in person or by correspondence, in support of Section 2, H. R. 150, or any other measure

or measures designed to simplify freight tariffs, and to prevent discrimination in or unreasonable charges for, transportation, and that a certain amount be appropriated for this purpose, it being understood that such resolution is to cover only actual expenses incurred; the exact amount of this appropriation subject to appropriation of executive board.

Third. That the president and executive board petition or memorialize Congress and the Interstate Commerce Commission, asking those honorable bodies to consider a revision of interstate commerce laws, to the end that rates between all points may be known definite and certain, based upon some common plan without reference to separate ownership in lines, and that is plain and explicit in its terms, just and impartial in its application, that will fix and enforce responsibility for the rate and the value of the shipment upon the initial line, and that will insure to the shipper the lowest rate between point of origin and destination; and that the German system of weight, bulk and distance as basis for freight charges be considered in that connection. If such a resolution or memorial is forwarded to the Interstate Commerce Commission, perhaps a copy of the preceding resolution should be enclosed with it also.

Fourth. It is recommended that the incoming officers of the association take cognizance of the important character of the committee on freight and transportation, and of the necessity of having at its head one who shows such great ability as our present chairman; and that it is the sense of the committee on resolution that the present chairman head the committee for another year.

We particularly call your special attention to the German system, which all should read and take notice.

Report of Parcels Post Committee.

We suggest:

First. A resolution that this association indorse the parcels post system recommended by the Postmaster-General, Hon. G. V. L. Meyer, making a merchandise rate of 12 cents per pound; also indorse H. R. No. 251, consolidating third and fourth class matter, with a rate of 1 cent for 2 ounces, and that our officials and committee in charge be asked to continue their efforts to secure a parcels post.

Second. That a resolution be offered that the committee on freight and transportation be thanked for its efforts to secure liberal modifications of the rules that cover the mailing of merchandise in both domestic and foreign parcels post service, commends its efforts to prevent further restrictions, and recommend that resolutions adopted at the last annual meeting be re-adopted, authorizing the committee, subject to the approval of the executive board, that, if they think it is necessary, to use its discretion in going to Washington.

It seems to us also that if such committee should find it necessary to go to Washington, that they should consult the officials of the post-office department in regard to fourth class mail regulations, that unnecessarily restrict or forbid the mailing of liquids and semi-liquids. The report on postal matters this year shows that there have been grave dangers of liquids and things contained in glass being shut out of the mails entirely. The danger is not yet over. We know the post-office officials are disposed to be

fair. They simply have much detail and other important matters, and probably do not keep in touch with this branch, which is of considerable importance to the Perfumers' Association, but is trivial matter to the post-office department.

Committee on Membership.

The suggestions made are in order, and we recommend the carrying out of same; viz., "said committee to include at least three active members, of which one shall be a member of the executive board." The committee on resolution further advise the appointment of a strong committee, headed by an able chairman, and to start a follow-up campaign, that will bring all outsiders into the fold. This can be done, if the committee will only adopt a plan and see that it is carried out.

Recommendation.

That the instructions given to the committee on fraternal relations at the last convention be rescinded.

That the committee on fraternal relations be instructed in issuing future editions of trade-names, to include all trade-names of perfumes and toilet articles in use in the United States, including geographical names and excluding only names of common flowers, indicating priority of use wherever possible.

The committee on trade-marks was eliminated as having performed its function, its work more properly belonging now to that of the committee on fraternal relations.

The committee on nominations having reported a full ticket, same was duly elected, as follows: President, Mr. Theo. Ricksecker, New York; Vice-President, Mr. F. F. Ingram, Detroit; Second Vice-President, Mr. Gilbert Colgate, New York; Secretary, Mr. W. H. Hyde, Cleveland; Treasurer, Mr. F. B. Marsh, New York; Members of Executive Board, Mr. J. Clifton Buck, Philadelphia, and Mr. J. E. Davis, Detroit.

On Thursday other details of business, including the election, took place and the remaining papers were read. The paper on "The Salesman," by Mr. J. E. Davis, was considered so practical and valuable that by special resolution it was ordered printed in pamphlet form, for the use of the members. When the paper on "The Business Situation," by the editor of *Dun's Review*, was read by Mr. Juvenal, it was decided to include this in the pamphlet containing that on the salesman.

The paper by Mr. H. C. Wright on "Perfumers' Materials as Viewed by the Customs," brought forth many expressions of appreciation of the fairness of the officials from the members, and will appear in our columns.

The paper by Mr. W. G. Ungerer on "The Relative Value of Synthetic and Natural Products" was read, and appears in full in this issue.

THE SOCIAL FEATURES.

The Entertainment Committee, consisting of W. B. Roberson, chairman; James M. Montgomery, Wm. G. Ungerer, F. E. Watermeyer, J. Edward Young, Jr., had arranged for the President's reception at the Hotel Astor, on the evening of April 21, and though not so well attended as it should have been, those who did come enjoyed the social intercourse, the music and dainty refreshments provided.

The theatre party at the Herald Square was thoroughly enjoyed, and the supper at the Café des Beaux Arts was not neglected.

THE AMERICAN PERFUMER



THE BANQUET OF THE MANUFACTURING PERFUMERS' ASSOCIATION, HOTEL ASTOR, APRIL 23, 1913.

PHOTO BY DRUCKER & Co.,
New York.

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The banquet at the Astor was, as usual, the great event, and it was a fitting crowning of all that preceded. The address by General Stewart L. Woodford, chairman of the Trustees of the Hudson-Fulton Celebration Commission, was applauded to the echo, and the impromptu presentation of a magnificent bunch of American Beauties in an appreciative address by Mr. J. E. Davis, calling attention to the yeoman service rendered to President Ricksecker, rounded out the occasion most gracefully. Every one departed with high praises of the Committee on Entertainment after enjoying the following:

MENU.

Cocktails	Canapes Suedoises
Haut Barsac, 1900	Huitres de Cap Cod
Tortue Verte	Claire à l'Amontillado
Olives	Céleri Radis Amandes Salées
	Alose à l'Americaine
	Concombres
Macon	Noisettes d'Agneau de Lait à la Lavalliere
Tomates Farcies	Petits Pois Français
Apollinaris	Cortelettes de Pintade, Nimrod
	Sorbet à la Fine Champagne
Pommery and Greno, Sec.	Poussins Rôtis au Cresson
	Salade de Chicorée aux Fines Herbes
	Glacé de Fantaisie
Petits Fours	Fruits Assortis
Cigars	Café Noir

ENTERTAINMENT DURING DINNER.

Messrs. Bert Helms and Jesse M. Winne, Pianists.
J. A. Driscoll, late leading soloist of Dockstader's Minstrels.
Miss Louise Auber, prima donna soprano.
The Musical Russells, instrumentalists.

VAUDEVILLE, 10.30 P. M.

1. The Taki Zawa Japanese Troupe, tumblers, acrobats and jugglers.
2. Miss Gertrude Gebest, a series of surprises.
3. The Stanley Sisters, dancing act.
4. Gus Bruno, monologue.
5. The Mrs. Jules Levy Trio, the family of the world's greatest cornetist.
6. The Goddess of Grace, spectacular singing act.
Miss Madeline Burdette, vocalist.
M. J. Colgan, electrician.
Montgomery H. Throop, stage direction.

MEMBERS IN ATTENDANCE.

ACTIVE.

BABCOCK, A. P.	New York.
Represented by Mr. Lewis E. K. White.	
BRADLEY & SONS, D. R.	New York.
Represented by Mr. W. A. Bradley.	
CALISHER & Co.	New York.
Represented by Mr. A. B. Calisher.	
COLGATE & Co.	New York.
Represented by Mr. Gilbert Colgate.	
GOETTING & Co.	New York.
Represented by Mr. D. H. McConnell and Mr. A. D. Henderson.	
HILBERT & Co., Inc., A. J.	Milwaukee, Wis.
Represented by Mr. A. J. Hilbert.	
INGRAM Co., F. F.	Detroit, Mich.
Represented by Mr. F. F. Ingram.	
JENNINGS MFG. Co., THE.	Grand Rapids, Mich.
Represented by Mr. Chas. W. Jennings.	
LADD & COFFIN.	New York.
Represented by Mr. Benj. J. Mott.	
LAZELL, DALLEY & Co.	New York.
Represented by Mr. Edward Dalley.	
MACY & Co. and ABRAHAM & STRAUSS.	New York.
Represented by Mr. Jos. A. Brohel.	

MELLIER PERFUME Co.	St. Louis, Mo.
Represented by Mr. G. D. Merner.	
MICHIGAN DRUG Co.	Detroit, Mich.
Represented by Mr. Jos. E. Davis.	
RICKSECKER Co., THE THEO.	New York.
Represented by Mr. Theo. Ricksecker and Mr. F. B. Marsh.	
ROYCE Co., THE ABNER.	Cleveland, Ohio.
Represented by Mr. S. S. West and Mr. W. H. Hyde.	
SELICK, C. H.	New York.
Represented by Mr. Geo. Selick.	
SMITH, KLINE & FRENCH Co.	Philadelphia, Pa.
Represented by Mr. J. C. Buck.	
SPIEHLER, ADOLPH.	New York.
Represented by Mr. A. Spiehler and Mr. A. M. Spiehler.	



THE ARTISTIC COVER OF THE MENU.

COMPLIMENTS OF HORACE G. LAMONT, IMPORTER, NEW YORK.

STEARNS & Co.	Detroit, Mich.
Represented by Dr. Willard Ohliger.	

ASSOCIATE.

BOMEISLER, CARL.	New York.
Represented by Mr. Carl Bomeisler.	
BRASS GOODS MFG. Co.	Brooklyn, N. Y.
Represented by Mr. Frank S. Hyatt.	
BUEDINGEN BOX & LABEL Co.	New York.
Represented by Mr. Carl Buedingen.	
BUSH, W. J., & Co., Inc.	New York.
Represented by Mr. Burton T. Bush.	

CARR-LOWREY GLASS Co.	Baltimore, Md.
Represented by Mr. Wm. Orem.	
CHEMICAL WORKS Co., Ltd.	Myon, Switzerland.
Represented by Mr. Donald Wilson.	
CHIRIS, ANTOINE.	Grasse, France.
Represented by Mr. W. B. Robeson, Mr. C. G. Euler.	
CHUIT, NAEF & Co.	Geneva, Switzerland.
Represented by F. H. Ungerer.	
COURT, BRUNO.	Grasse, France.
Represented by Mr. T. H. Grossmith.	
DREYER Co., P. R.	New York.
Represented by Mr. P. R. Dreyer.	
DUPONT, JUSTIN.	Argenteuil (S. & O.), France.
Represented by Mr. E. H. Burr.	
FORSMAN Co., C. H.	New York.
Represented by Mr. C. H. Forsman.	
FOX & SONS, Inc., H. C.	Philadelphia, Pa.
Represented by Mr. Geo. N. Hanna.	
FRITZSCHE BROTHERS.	New York.
Represented by Mr. F. E. Watermeyer.	
GROSSMITH, T. H.	New York.
Represented by Mr. T. H. Grossmith.	
HUTCHINSON, D. W.	New York.
Represented by Mr. D. W. Hutchinson.	
JEANCARD FILS & Co.	Cannes A. M. France.
Represented by Mr. W. G. Ungerer.	
LUEDERS & Co., GEO.	New York.
Represented by Mr. E. V. Killeen.	
NATIONAL ANILINE & CHEMICAL Co.	New York.
Represented by Mr. C. H. Alker.	
ROCKHILL & VIETOR.	New York.
Represented by Mr. Clayton Rockhill.	
ROURE-BERTRAND FILS.	Grasse, France.
Represented by Mr. E. H. Burr.	
SHAW & Co., M. A.	New York.
Represented by Mr. H. G. Lamont.	
SHIPKOFF & Co.	Kazanlik, Bulgaria.
Represented by Mr. W. B. Robeson.	
SWINDELL BROS.	Baltimore, Md.
Represented by Mr. H. O. Branner and Mr. W. E. Swindell.	
SYNFLEUR SCIENTIFIC LABORATORIES.	Monticello, N. Y.
Represented by Alois Von Isakovics.	
UNGERER & Co.	New York.
Represented by Mr. W. G. Ungerer.	
WATERBURY PAPER BOX Co.	Waterbury.
Represented by Mr. Frederick L. Butz.	
YOUNG Co., RICHARD.	New York.
Represented by Mr. J. H. Montgomery.	
VAN DYK & Co.	New York.
Represented by Mr. L. A. Van Dyk and Samuel Iserman.	

On the evening of April 13th a paper of considerable interest was read before the Engelman Botanical Society of St. Louis by Mr. W. King, perfumer for the Imperial Crown (Meyer Bro. Drug Co.), his subject being "Perfumes and Perfume Plants."

The paper was greatly appreciated inasmuch as Mr. King illustrated his remarks with many rare specimens of raw materials and plants, brought by him from Shaw's Botanical Gardens. Among the many things spoken of was his three years' personal experience in the attempt at the propagation and distillation of lavender Oil in Michigan, Virginia and Tennessee. This was of particular interest to the horticulturists, who were present from the Botanical Gardens.

Mr. W. B. Skinner, of the National Drug and Chemical Co., Perth, Ont., was in New York, meeting many of his friends in the trade.

SOME THOUGHTS AND POSSIBILITIES AS TO THE FUTURE OF THE AMERICAN PERFUMER.

By J. CLIFTON BUCK, PHILADELPHIA.

Mr. Chairman and Fellow Members of the Manufacturing Perfumers' Association:

The subject assigned me as to the future of the American perfumer appears to me so broad as to his final aspirations that I purposely hesitate in adhering strictly to the purport of the argument, preferring to discuss, if you will permit me, the possibilities and some thoughts as to the future of the American perfumer.

Tonquin musk, with its powerful, penetrating and persistent odor, suggests a text upon which the American perfumer might dwell with profit. This potential and sustaining factor of the perfume industry has the distinction of instilling into other odorous bodies the perfume oil of bouquet, giving as a result permanence of beauty and usefulness. But this musk when injudiciously applied or carelessly exposed to the ever-changing currents of the atmosphere loses its wonderful characteristics and its valuable properties are dissipated and wasted.

The plans, the methods, the personality of the perfumer are to the commercial success of his business what the musk is to his product. Wisely and appropriately applied his efforts make the business one of permanence and of pride, but, misdirected, his business loses all character and is gradually dissipated under the strong currents of our modern competition.

A retrospect of a decade in the history of the perfumer's business calls to mind the names of several manufacturers who were then foremost in selling to the jobbing trade of the country. They distributed their wares from the Atlantic to the Pacific and their brands of bulk perfumery and toilet accessories were more or less familiar names to the retailers of the products. To-day these firms are unknown and apparently their volume of business is "past history."

Such a retrospect must compel the manufacturer of to-day to pause and ask "What has happened that would make compulsory the taking from the American market staple goods of such recognized merit?" I will but briefly suggest three explanations of the cause of failure and from these I would ask you to conversely draw three rules for the success of our business.

First, did the manufacturer fail to instil into the business personality; did he lift it up out of the common rut; did he insure to it an individuality; did he become more than a manufacturer, a mere compounder of the elements of his product; did he look beyond his laboratory walls; did he rise to meet, indeed was he prepared in advance to fulfill, the ever-growing and changing wants of the public? If he did not have a thought for these things, then I think that in this he was found wanting, and, although his product may have had real merit, his failure was inevitable.

As manufacturers we have at our command the label, the bottle, the unique package and the advertising mediums as the means wherewith we may mix the musk of our individuality with the inherent merits of our products. Those who expect their brands to live and become as household words should ever remember that the mission of publicity is to carry the "scent" to the ever-fickle purchaser of our wares.

I know of a storekeeper who once kept a record of his sales on six different brands of a certain well-known toilet article. These sales were carefully diagnosed after a period of several months and it was found that a special brand of this staple that was well advertised was most called for, and that the preference on the other brands was in the order of the publicity given them. The question of relative superiority of contents seemed to have been almost entirely eliminated. When such advantages in the race are gained through publicity it seems naturally to follow,

although much neglected in practice, that even when the leadership is attained the efforts towards publicity must never relax or ground will be rapidly lost in the ever-changing personality of the trade.

But successful publicity demands more than an ever-persistent presentation of a commodity to the public. Business conditions and public taste so change that the manufacturer relying on the success of past season's methods must not expect to enjoy the harvest of returns naturally due to the holder of new creations—the man who understands the mixing of brains with the making and selling of perfumery.

We have but to turn to our foreign competitors to see splendid examples of the success that crowns intelligent application of these brains. It seems only a few years ago when an obscure barber, now famous as pertaining to the industry he represents, forsook his lather and brush and started a small perfumery shop on one of the side streets of Paris. Through the co-operation of a large import and grocery house, he was enabled to find a market for his products in the most exclusive American stores, and this modern "Captain of Industry" has been instrumental in swelling the importation of foreign perfumes beyond normal limits.

An illustration of the persistent presentment of a foreign brand was gathered while passing a counter where perfumery is sold in a large department store. The following dialogue was overheard:

(Lady demonstrator to purchaser) "Just permit me to show you the latest perfume. (Squeezes bulb of atomizer.) Now, is not that a delightful odor, and so lasting?" (One could easily guess it, for the manufacturer had been prodigal in making a liberal allowance for spraying purposes.) The customer replies that, "Although the odor is strong enough, it lacks the delicate and refined tendencies of a correct perfume." The lady politely inquires the brand. The name savors of the Oriental, which is further dwelt upon by the demonstrator, who informs the prospective customer that it is a triple extract, and further proceeds to advise the customer that it is entirely new, and just being introduced, and is sold at the extremely low price of twenty-five cents per ounce. The customer hesitates and looks longingly into the show-case at some bottles snugly vested in beautiful boxes, where nymphs are pictured in the act of making chains of roses. "Perhaps you would like to look at some of our fancy packages? Here are violet, heliotrope (naming a half dozen standard odors), which we sell at fifty cents per package." Demonstrator adds, "You know these are not much in vogue. We keep all the best makes, but just now we are selling quantities of this French perfume." (Displays package and calls attention to the label, which is beautifully engraved with the name of the manufacturer and Paris, the city of its origin. This appears to hold the customer spell-bound.) "Yes, this perfume has the call," explains the versatile sales person, "we have just received a fresh lot, and last week we were entirely out and could not get it, the demand has been so great." The price is inquired, and, perhaps a sigh from the purchaser, but the next words, "I'll take it," seals the bargain and another convert is added to the train of doting Americans, to the detriment of the domestic manufacturer.

From across the water also comes the latest fad, a device for enduing the modern maiden with perfumed tresses. This extreme novelty takes the form of a scented hair pin and these pins have lately been exhibited in the more important shops in West End, London, commending themselves to the fancy of the London woman of fashion. The knot at the top of the hair pin is fitted with a spring, which at the slightest touch releases a miniature spray of perfume. The idea is always to insure absolutely fresh perfume. The originator has argued, not without some show of reason, that however fine a scent may be, it is apt to become stale after being exposed to the air for a couple of hours. Even scented sachets fail in this respect and nothing is more oppressive than the odor of a stale perfume. It

is quite easy for a woman to pat her hair or replace a hair pin, and this is all that is necessary to release the perfume. Hair pins are made in gold for blondes, tortoise shell for brown hair, amber for auburn haired women and silver for gray locks. Surely the originator is deserving of a memorial in assisting the perfumer by providing such a unique and genteel method of distributing his odors. But the old adage and advice given to the improvident shoemaker to "stick to his last" might be given to some of the erratic perfumers who seek to find in a doubtful venture an Eldorado that will place them on the road to fortune.

Originality has ever been a source of success among the more enterprising of our Yankee contemporaries, novelties that appeal to the spectacular containing but little in their make-up of perfumery are offered to tempt the plebeian of coarser mould. The lamp that is filled with candy, or colored water, as preferred, the stone jug filled with "genuine attar of rose" and the grip-sack of "Triple Extract" all play an important part in catering to the spasmodic purchaser of perfumery at the news-stand.

And this brings me to the second thought which is this: However industrious, however original, however attractive the manufacturer may have been in the presentation of his wares to the public, he must be prepared to deliver goods of intrinsic worth, ringing true in every detail, or else any apparent success is but ephemeral. The attention the manufacturer has asked from the public must be merited. His product must be one that will enhance his reputation as a manufacturer: his name must become synonymous with the seal of merit and his guarantee with the thought of value.

And third, and finally, the business to be successful, even when conducted upon such sound principles as I have discussed, must be conducted under proper business conditions. The perfumer of the future who would succeed must unite with his fellow manufacturers in obtaining for the industry proper business conditions and eliminate the evils from which we have suffered in the past.

I can do but little more than draw your attention to the existence of some of these unfavorable conditions, my object being not to suggest in detail the remedies, but to urge upon you the necessity of the unity of effort in whatever action may be taken to insure the success of the perfumer of the future.

One of the most insidious of these is the premium evil. The manufacturer endeavoring to establish his legitimate brand in the open market brings to light the fact that the field has been traversed by the shrewd organizer of the system selling directly to the consumer. It is an undeniable fact that a house-to-house canvass, systematically planned by a force of trained office executives on a broad scale, will develop a business in a few years that would startle the conservative manufacturer when he examines the figures showing the volume of product handled. The system educates its agents, who in turn appoint sub-agents subdivided again and again, means the employment of hundreds and thousands of canvassing pests that prey on the unwary to purchase its unmentionables! The incentive of the purchase by the distributor is really to secure some household article from an assorted merchandise stock, and the canvasser succeeds in selling to the consumer a certain quantity of extracts mixed with an order for tea, coffee, groceries and what not.

The stupendous growth of these American institutions appear to have created a stir among the legitimate dealers in our wares; the retail druggist is probably the most injured, as in sections of the country where formerly pastures were green there is now a horde of enterprising grasshoppers carrying the goods from door to door, to the hurtful detriment of the corner pharmacy who has stocked his shelves with the staple goods of the legitimate manufacturer in the hope of receiving his share of the neighborhood demand.

Again, the contest between the department store, with its greater facilities but lower prices, and the retail drug-

gist or specialist who suffers in consequence creates a situation harmful to us and difficult of solution.

There is another formidable enemy that we must yet challenge to combat. It annoys and hampers us for we know it might be controlled, but the positive force is dominant and our negative position results in the depletion of profits with our implied consent. The free sample system has long been used. Our concern has been to keep the merchant well supplied with vials or samples which rarely interest the consumer. They are offered by our salesman as an incentive for a dealer to buy and the dealer has been educated to a point where he believes that the more free goods he can secure on his order his profits are increased to that extent. His shrewdness is commendable, but it operates adversely to the manufacturer. Sample goods or advertising to be effective must be regulated and controlled by the financially interested party and our attempts to get the customer in line to serve purposes of our own result too often in giving the profits of the business to foster a false idea that the goods are being advertised and demand created.

No business, however advantageously presented or however meritorious, can be successfully maintained if the chief end of all business is not attained, that is, a satisfactory margin of profit. These conditions militate against such a profit and we must unite to destroy them. Considerable anxiety is felt among executives due to the fact of the increased cost of raw materials, whether our standards of quality are placed too high to give sufficient margin of profit necessary to the proper conduct of the business. It is notable that the advance on the most important of our essentials has increased the cost of completed stock to a point that the manufacturer failing to advance list prices of the most salable sizes is surely viewing with alarm his net profits shrinking to insignificance.

A commendable plan has been inaugurated and worthy the consideration of all members, that the popular sizes shall be listed or sold net, at uniform figures, to enable the honest manufacturer to put up a class of goods showing reasonable profit for his investment that are true to odor and worthy to be called "Extracts" bearing the name perfume and of which the maker need not be ashamed to own the origin.

Our trial sizes have long been offered at too low list, and give first cause for lament by the unsuccessful producer forced to the wall by trade conditions. His wail has ever been that he has tried to meet the prices of his fiercest competitors. It is impractical to build up and sustain a cheap line in connection with goods of a higher class. The element of labor is continually operating to the detriment of the profitable end of the former. Labor is contracted for on a carefully computed basis for skilled work, and when shifted to the lower grades, the value of the stock immediately appreciates beyond its market value.

My conclusion is that the manufacturer who throws into his business the interest and personality to which it is entitled and who then supplies the demand of the public which he has created with a product of true and lasting worth, such a manufacturer cannot but become the successful perfumer of the future, be he American or foreign. And then, when he unites with his brother manufacturer to eradicate the evils which beset the trade to produce a normal and healthy business condition, the future of the American perfumer will be bright indeed.

Fire destroyed the Berkley Soap Factory, Norfolk, Va., A. G. Paxton, proprietor, with three fine horses, entailing a loss of about \$4,000 without any insurance. The factory is located near the Campostella Development Company's property, Whitehead avenue extended, about two miles from Berkley ward in the county.

The only building left was the office, which was some distance from the factory.

Mr. Paxton began work at once erecting a temporary factory and will continue the business.

THE RELATIVE VALUE OF SYNTHETIC AND NATURAL PRODUCTS IN PERFUMERY.

By W. G. UNGERER, NEW YORK CITY.

The ancient fable of the "Ugly Duckling" is exemplified once more. You remember how shocked the mother duck was at the sight of the long-necked, discolored, ugly duckling, and how she abused that poor little bird, until finally, to the astonishment of all, the Ugly Duckling developed into the majestic and beautiful Swan.

The Ugly Duckling of the fable is a worthy parallel of the so-called Synthetic product of to-day, discredited at his birth as illegitimate, unnatural and therefore disreputable, but now recognized as the worthy brother of the natural product, in many instances striking a more perfect chord in the odorous scale than many natural products.

To the practical perfumer this subject is of surpassing interest, because he is daily confronted with the consideration of synthetics, new and old, and their usefulness and practical value as compared with the natural products.

As a student who has followed the development of perfumery for some years past, the results of these observations are presented, merely as one man's opinions, for what they are worth. It is impossible to say anything final on the subject, in view of the very constant development and research work which is going on from day to day in the great laboratories of Europe.

It is self-evident that the Mother Duck should understand her Ugly Duckling son, that the natural products should come to a clear understanding of the synthetics, if both are to benefit. For it is in accord with the progress of human thought and commercial endeavor that powerful forces in the same field should co-operate.

Understanding is based first upon careful definition, and in order to attain the mutual comprehension so necessary to real advancement it is well to see where the line of cleavage between the Natural and the Synthetic products is to be drawn.

By Natural Products we mean those which are directly drawn from flowers, leaves, roots, herbs, fruits, etc., whether by expression, distillation, maceration or extraction by volatile solvents.

By what are known as Synthetic Products are meant those products which are obtained from a natural base by chemical treatment or by combination of one or more organic or inorganic chemicals to produce the aromatic or odorous bodies. The resulting combinations are more or less contaminated with impurities. These are removed by purification and it is on the care and skill with which this purification is effected that the quality and odor value of the synthetic depends.

It should be borne in mind that many of the synthetics are made indirectly from vegetable bases, for example:

Heliotropin from Oil of Camphor, Vanillin from Oil of Cloves, Terpineol from Oil of Turpentine, the Artificial Violets from Oil of Lemongrass. These few instances of products so universally used should serve to dispel one of the general misconceptions that most, if not all, of the Synthetics are coal-tar derivatives.

Nothing was ever further from the truth, as any perfume chemist knows, yet it is often difficult to scotch this false conception. It is therefore plain that there is some overlapping of the Natural Products and the Synthetic, in those instances in which the Synthetic is derived from vegetable bases, but where this derivation is only a metamorphosis of the needed chemical elements, and not of the odorous principle as a whole, they may be termed synthetic.

It may be primary to say that Synthesis in this field, as in all chemistry, is based upon analysis, but it is most necessary to emphasize this if the proper understanding is to be had.

It was only after the pure natural products had been carefully analyzed and their elements found that it was

possible to search for these elements in other less costly substances of vegetable or mineral origin, and recombine them into Artificial Aromatics, resembling the compounds sought to be reproduced.

And yet, up to the present time, this work of analysis and synthesis leaves much to be desired. Not yet has it proved practical to imitate the delicate chemistry of nature in all of its infinite detail, and for this very reason it is not yet possible, if it ever will be, to reproduce scientifically and successfully all of the characteristic qualities of any natural product.

In fact, it seems as if the Natural and Synthetic perfume materials supplement one another most happily. It is a provable fact that in the process of extracting natural products some important odorous elements are lost, and it is these missing notes necessary to the complete chords of the odorous harmony which are sometimes supplied by well-made Synthetics. It is indisputable that many Synthetic products often intensify the odors of the natural products.

More than one Perfumer of the New School wonders how the Perfumer of a hundred years ago managed to get along without Synthetics; and when he studies the list of materials, he sees how limited was his range.

No one can deny that the development of Artificial Perfumers' Materials has made possible the manufacture of many new and novel odors, as well as the perfecting of the old staple odors.

Concurrently with the marked advances made by the Manufacturers of Synthetics during the last twenty years or more, the Manufacturers of the Natural Products have not been unprogressive.

They have expended fortunes upon experiments in fertilizing the soil, crossing of types, and the grafting of plants, at the same time that they have perfected their methods of distillation, and extraction,—heightened the efficiency of their machinery, and secured the ripest results of expert chemical aid, so as to secure all that was possible from the crude materials; and by the discovery of new solvents they have succeeded in obtaining products of great strength and purity. In this way the wide use of Synthetics has had an excellent effect in stimulating the manufacturers of the natural products to improve their processes in every direction.

Regardless of the fact that the consumption of Synthetics has increased enormously, as they deserved to increase with the spread of knowledge and appreciation of the value of these important ingredients (they are to-day indispensable in every perfumer's laboratory), it would be taking an unwarranted liberty with the truth to state that the Synthetics can replace the natural products.

If we wonder what our ancient brother did without the so-called Artificial Aromatic Chemicals, he would have more right to wonder at any modern perfumer trying to dispense with Natural Materials.

The Ugly Duckling, Synthetics, has grown up and become a Swan indeed, but his older brothers and mother, the Natural Products, the real basis of all good perfumery, are just as necessary for the attainment of perfume effects such as are impossible otherwise.

In the lasting wedlock of the Natural and Synthetic products, based upon a clear understanding of the proper functions of each in the economy of the perfume industry, lies the best guarantee of success.

Each has its work to do; neither is complete without the other, and working harmoniously the results must be both rich and satisfying.

We cannot refrain from exulting in the victory of New York. A gallant young man from the West—in the beer belt—expected to trim a certain associate member in New York, at billiards. Mr. Westerner really has a local reputation of no mean proportions; but, then, this is New York. As a result of a match game our Western friend is a sadder but wiser man; and his erstwhile opponent's friends are patting little wads that they won by backing New York.

REPORT OF THE COMMITTEE ON FREIGHT AND TRANSPORTATION

OF THE
MANUFACTURING PERFUMERS' ASSOCIATION,
NEW YORK, APRIL 21, 1908.

MR. PRESIDENT AND MEMBERS:

Last year your Committee on Freight and Transportation, under the able and vigorous chairmanship of J. Clifton Buck, in an interesting report laid before this Association the conclusive evidence in detail of discrimination in freight charges on the part of transportation companies, the members of this Association being the victims thereof.

The energy and funds then expended in a vain effort to secure reasonable consideration for the representations made and relief from the exactions endured have prompted the present committee to seek the reasons therefor.

Why should the New York shipper have to pay \$3 per 100 pounds freight on our commodity to San Francisco when our foreign competitor located at Hamburg, Antwerp, Havre, etc., ships the same commodity through New York to San Francisco at \$1.63 per 100 pounds, less than half the domestic rate, allowing for the greater distance?

Worse discrimination even exists in favor of foreign shippers in express charges, as, for instance, under the arrangement existing between Great Britain's Post Office Department and the American Express Companies a three-pound package is sent from Great Britain via New York and the American Express Companies to San Francisco for 24 cents; an eleven-pound parcel for 72 cents. In other words, Americans are compelled to pay the express companies \$1 and upwards for delivering a package where an Englishman can get it delivered from any point in Great Britain to San Francisco, over 6,000 miles, for 24 cents.

The efforts of your former committee to secure from the Transcontinental Freight Bureau a modification of freight tariffs so that perfumery would have the same rate as toilet water were also unsuccessful.

Existing freight rate, New York to San Francisco:

Toilet water per 100 pounds.....	\$1.90
Perfume per 100 pounds.....	3.00

Your committee's attention was called to published freight tariffs, naming a different and higher freight rate from foreign points above named to San Francisco. American shippers have learned that published rates may not be net rates.

The inter-state commerce law requires the posting of this notice in all depots and freight offices:

"Tariffs naming rates for inter-state transportation of freight and passengers from this station are on file with the agent and are open to public inspection."

The published or list rates found in all freight offices and railroad depots, however, are not necessarily the net rates. In fact, they do not pretend to be anything more than published rates. That there are other and lower rates enjoyed by those favored with the information and that these lower rates are obtained without the employment of the obsolete rebate system, will be shown farther on in this report.

The bureau representing the transportation companies advised "that they could not see their way clear to authorize any change." The attorney employed by your former committee closed his report by saying, "I do not advise that your Association should take further proceedings at this time looking to relief in the matter of these rates," which prompted your committee of last year to say in their report "That before this tribunal—the freight bureau—there is only one side of the question, and that is—the railroad side. The man who pays the freight has no rights in the matter."

Your president during the year took this matter up with Alfred H. Post & Co., operating the International Freight Bureau, No. 8 Bridge street, New York City, who, after looking into the matter, reported, March 14, 1908, that while "anxious to consummate a business arrangement with your Association," advised that "you allow this mat-

ter to remain in abeyance because we do not conscientiously think that the results can be accomplished."

The result up to date of our efforts to secure equitable and impartial freight rates may be illustrated by the change in freight rate on essential oils that went into effect January 1st this year, when the freight charge on this commodity was increased 100 per cent., to cover insurance, it is claimed, for oils valued in excess of 50 cents per pound. Rule 16 of the published tariff, however, names 20 per cent. advance as adequate to represent insurance. So, on their own showing, 80 cents of every \$1 of the advance are confiscated, no service either of freight or insurance being rendered therefor.

Taking these circumstances into consideration, your committee concluded that there was something fundamentally wrong in transportation conditions, and that until the cause of the evil is known, further expenditure of energy or funds to correct it is apt to prove futile. Therefore, we have approached the subject along broad lines, our desire being to get a comprehensive view of the system itself that controls our transportation.

It would be difficult to overestimate the importance of the problems involved in the distribution of the products of industry throughout this broad land.

All trading is simply exchange of products, wealth in one form exchanged for wealth in some other form, money and bills of exchange are only conveniences to facilitate the trade.

There must be freight both ways, products of this section traded for products of that section.

The charge for transportation may be so high as to absorb all the profit or prevent all exchange of products between some sections, or the charge may be different for different shippers; when so, the favored shipper may control the market and name the price at both ends. He only can ship. He only can sell. The producers of wealth are at his mercy.

The object of the protective tariff may be defeated by preferential freight rates and the customs tariff nullified by the railroad tariff. The consumer pays the added price because of the protective tariff, but pays it for the foreign product instead of paying it to an American manufacturer for an American product.

Ninety-seven men were named by a United States Senator last month as being the real owners of the country. Whatever foundation there may be for the claim must rest principally upon the ownership or control these men exercise over transportation.

Confirmation of the statement is found in Senate Document No. 278 of the 60th Congress, embracing the interstate commerce committee's report showing the ownership of transportation lines in America. On pages 109-110 it shows that 39 persons control all railway access to the port of Philadelphia and practically all to the ports of New York and Baltimore, and a very large portion of all the freight traffic east of the Mississippi. Add 54 more persons and you have 93 men who control more than 75 per cent. of the mileage of the entire country, more than 87 per cent. of the ton-mileage, and more than 82 per cent. of the value of the railway-operating property.

This little bunch of men control our highways, control the regulations under which all shipments are made. Still, when the exasperated shipper's claim is refused and returned after months of delay, with the cheerful explanation that the "connecting line" refuses to pay, there is nothing more to do, although all lines are, in fact, but a system controlled by these few directors, in turn dominated by some half dozen magnates. The fiction of "connecting lines" is convenient to escape obligations and to justify or excuse exorbitant or discriminating charges.

The freight expense last year amounted to 10 per cent. of the cost of all the manufactured goods in the United States. It was equal to one-half of all the money spent on labor connected with the manufacture of articles for sale.

Those controlling transportation may use that great

power to facilitate exchange and to expand business, or it may be used to hamper exchange and to depress business, and add to the wealth and power of these few in control.

Knowledge of the inner workings of the freight traffic business is revealed by the inter-state commerce act. Under it and in conformity with it there are in force two sets of freight rates. There is a "list" price that all see. Copies of it are found in all our offices, in all railway offices and freight depots.

There is also a net price—a lower price—that but few see and less understand. Both are published in due form and both are legal rates. Through this scheme a few secure great advantages over the rest of us and do it without getting rebates or any concessions to which all are not entitled.

The law prohibits discrimination.

Discrimination exists, still the law is not violated.

How is this done? Two things make it possible.

First. The way tariffs are issued and filed.

Second. The complexities and mystifying features of the tariffs themselves which are made unintelligible to the general shipping public.

Shippers in general pay the list or higher rate simply because they do not know how to find the net or lower rate. They know there are other tariffs, but, not understanding how to work with them, not knowing how to solve their complexities, they resort to the class sheets, easily figured, just as the railways wish them to.

The net prices are made on special conditions and for special persons, but may be enjoyed by any person that can discover and decipher them. This, however, is impossible to the average shipper. The expert who devotes his entire time to studying the complexities can only expect partial success.

The rules and exceptions, classifications, "arbitrariness," "tariffs naming rates," etc., mystify and deceive. That they do we shall show by specific instances further on in this report. The evil resulting is not so much exorbitant rates (we doubt that rates in general are exorbitant), it is the discrimination as applied to shippers, to localities and to commodities that is so harmful to legitimate business enterprises.

If it is desirable to have all shippers upon a real equality, the published tariffs giving freight rates would be a very simple book, mistakes would be impossible. All would understand it and in our business problems the cost and risks of transportation would not play the serious part they do now.

It would eliminate all mystery and complexity if Congress through the Inter-State Commerce Commission should establish a uniform freight tariff based upon bulk, weight and distance and make it unlawful for any common carrier to give transportation except on the conditions named therein. As the Inter-State Commerce Commission has shown, the entire railway transportation of the country is a system practically controlled by one set of men, the pro rata between lines should be left for them to adjust, as it is now, for that matter.

There is nothing new or novel in this suggestion. It would be the adoption of the European system that has been in operation for many years.

GERMAN FREIGHT RATES AND CLASSIFICATIONS APPLYING TO THE NATIONALIZED AND PRIVATELY OWNED ROADS.

Having reference to package freight (L. C. L.) only.

German freight rates are based on mileage with a minimum charge of 30 pfennig (approximately 7½ cents). Minimum charge on United States railroads is 25 cents.

Minimum weight, Germany 20 kilogram. (approximately 44 pounds) computed on the actual class rate the commodity takes.

Minimum weight, United States 100 pounds, always at first-class rate, regardless of commodity's actual class.

In Germany all package freight is divided into two classes, namely, ordinary and bulky (empty barrels, wicker

ware, the bag, Fr charges and ch For in basis of charge Ship deliver schedu Expo etc., an at valu days a Insu the ex pfennig mum o Whe in sch miles) is entit charge Thow to a r charge beyond

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Detr Pontia (26

The in Ger Post r one-qu compar instan tween Germa charge the Ge our ex The ing tra The sh rate, a schedu

ware, etc.), the charges on the latter class are made on the basis of weight and a half.

Freight charges are figured on actual weight, minimum charge is for 20 kilog. (approximately 44 pounds). Weight and charges are figured in even tens, kilogram or pfennig. For instance, if weight is 23 kilog, charge is made on the basis of 30 kilog. If freight is 32 pfennig, 30 pfennig is charged. If 36 pfennig, 40 pfennig is charged.

Shipper can collect claim for full value of consignment, delivery of which is not effected within 30 days after schedule time has expired.

Expensive articles, essential oils, jewelry, silverware, etc., are taken at ordinary package freight rates, paid for at value, if value is declared, if not delivered within 30 days after schedule time has expired.

Insurance of delivery within schedule time can be had, the extra charge for same is figured on declared value, 5 pfennig (1/4c.) on a thousand marks (\$250), with a minimum charge of 40 pfennig (10c.) any distance.

When delivery is insured if freight is not delivered within schedule time [4 days to points within 100 kilom. (65 miles) and an additional day for each 200 kilom.] shipper is entitled to a refund of from one-fifth to the total freight charge, provided loss is shown as result of delay.

Though delivery is not insured, shipper is still entitled to a refund of from one-tenth to one-half the freight charges if damage can be shown to result from delay beyond the schedule time.

COMPARISON OF FREIGHT CHARGES AND EXPRESS CHARGES FOR SAME DISTANCES OF THE GERMAN SYSTEM WITH THE AMERICAN SYSTEM.

	American Frt Chge 1st class.		German Pkg Frt. Chge.		American Exp. Chge.		German Parcel Post Chge.	
Detroit to New York (700 miles)	100 lb.	59c.	100 lb.	\$1.05	50 lb.	\$1.00	50 lb.	\$2.26
	50 "	59c.	50 "	.53	11 "	.75	11 "	.12
Detroit to Clearwater, Minn. (700 miles)	100 "	\$1.05	100 "	1.05	50 "	2.35	50 "	2.26
	50 "	1.05	50 "	.53	11 "	1.40	11 "	.12
Detroit to Atlanta, Ga. (700 miles)	100 "	1.37	100 "	1.05	50 "	2.25	50 "	2.26
	50 "	1.37	50 "	.53	11 "	1.45	11 "	.12
Detroit to New Orleans, La. (1,000 miles)	100 "	1.16	100 "	1.43	50 "	2.25	50 "	2.26
	50 "	1.16	50 "	.71½	11 "	1.15	11 "	.12
Detroit to Dallas, Tex. (1,000 miles)	100 "	1.77	100 "	1.43	50 "	2.50	50 "	2.26
	50 "	1.77	50 "	.71½	11 "	1.25	11 "	.12
Detroit to Falmouth, Ky. (300 miles)	100 "	.62½	100 "	.96	50 "	1.40	50 "	1.40
	50 "	.62½	50 "	.48	11 "	.85	11 "	.12
Detroit to Jackson, Mich. (95 miles)	100 "	.95	100 "	.81	50 "	.80	50 "	.98
	50 "	.25	50 "	.10½	11 "	.45	11 "	.12
Detroit to Pontiac, Mich. (26 miles)	100 "	.25	100 "	.07½	50 "	.40	50 "	.27
	50 "	.25	50 "	.07½	11 "	.30	11 "	.06

The Parcel Post carries the small and quick shipments in Germany as the express companies do here. The Parcel Post rate for small parcels up to 11 pounds is only from one-quarter to one-tenth the rate charged by our express companies for the same weight, same distance here. For instance, the rate for 11 pounds is 12 cents carried between any points embraced in the combined territory of Germany and Austria-Hungary. Above 11 pounds the charges increase faster than the weight, so at 50 pounds the German Parcel Post rate averages about the same as our express rate.

The official book giving German rates and rules governing transportation is a simple affair, is easily understood. The shipper knows that all are treated alike, pay the same rate, and that shipment, if not delivered in thirty days of schedule time, is paid for.

(To be Continued.)

THE BUSINESS SITUATION AND FORECAST OF THE OUTLOOK FOR THE YEAR 1908.

WRITTEN BY HENRY C. WATSON, EDITOR "DUN'S REVIEW."

READ BY J. B. JUVENAL.

As the "wish is father to the thought," you probably expect a cheerful forecast of the business outlook for 1908, and I am constrained to make only encouraging remarks, being in the position of the man whose wife insisted that she didn't care what he said as long as he agreed with her. Fortunately, it is possible to view the prospect hopefully, as the forecast is for "clearing commercial weather."

Anyone whose memory goes back further than last October cannot regard the future of the United States with thoughts other than those of the optimist. With a certain degree of periodicity the American people have gone into financial excesses; yet it is comforting to note that from each setback the nation has rallied promptly and risen to greater heights than ever before. But your Chairman has assigned to me the specific task of giving a "Forecast for 1908," which is somewhat too fine a line to draw. Mr. Carnegie says: "Prophecy all you like, but don't give dates," and I should like the same latitude in this forecast.

The last depression before the one through which we are passing extended over a period of about four years, and during that time the prices of commodities fell to the lowest point on record, while the army of unemployed at one time was estimated at three millions. Although the population of the country has risen above 87,000,000 against 65,000,000 in 1893, this year the largest number of unemployed was placed at about 1,000,000, whereas a ratio in proportion to the population 15 years ago would make this year's number of idle wage earners 4,000,000 were the disaster as widespread as in 1893 to 1897. Hence, it is fair to start with the assumption that the panic of 1907 was less severe and far-reaching than its predecessor, although in some respects it kept up the American tradition of always supplying superlatives. For instance, the date with which the last collapse will always be associated was October 23d, when the Knickerbocker Trust Company suspended, and it was a much larger institution than any similar financial concern that closed during previous disasters, while the amount of Clearing House certificates issued and the length of their lives also surpassed all preceding high-water marks. So, also, the number of commercial failures that followed, and the amount of defaulted liabilities far exceeded similar figures in the months immediately succeeding similar disasters in 1857, 1873, or 1893. But there is reason for this in the much larger number of firms now in business and the greater amount of capital involved. It is an era of big things, and when the machinery goes wrong, the mortality is expected to be commensurately increased. But that is not the fact. Thus, in the first quarter of 1908 the amount of liabilities to each firm in business was only \$53.38 against \$101.87 in the first three months after the panic of 1893, and the defaulted indebtedness to each \$1,000 of solvent payments through the clearing houses was only \$2.52 against \$8.22 in the earlier year. This is a decidedly lower death rate for the latest disaster. These comparisons suggest that either the reaction through which we are passing is less violent than preceding depressions, or the nation was in better position to withstand the strain.

In considering the future it is well to look as carefully as possible into the past. Much must perforce depend upon precedent. Physicians predict the duration of convalescence upon the violence and exhaustion of the malady, past experience providing a guide of incalculable value. As the patient has suffered, so must the ratio of recovery be measured, and it is less of a proposition to rally from a mild case of measles than from a serious

operation. This brings us to the vital question of the fundamental extent of the recent unpleasantness.

At the bottom of every disease to which the body politic is heir there exists a specific cause, and in no case do we find anything chronically wrong with this sturdy young nation that is rapidly passing its older brothers in the race for commercial and financial supremacy. Briefly summarized, it is usually a simple case of excess. Unfortunately the word "thrift" is a superfluity in the vocabulary of an American. With the marvelous resources and almost unbounded possibilities that attract outsiders to the extent of over a million annually, there is no reason for a severe setback if even a moderate degree of conservatism governed the lives of our people, but the very ease of development encourages excesses. Were it possible to combine the thrift of an older nation like France with the opportunities of the United States, wealth would be accumulated at a rate that would astound the world. On the contrary, however, the text is always, "Build bigger barns," and everything is extended beyond the limit of safety. This strain reaches the utmost bearing power of the solid beams sooner or later, and a collapse follows that is more or less severe. The resumption of progress depends upon the extent to which the structure has been weakened, and the revival of confidence, which is the psychological factor. The *buying power* can only be restored by "*saving*," and Americans do not care for that word.

Our idea of "practical economy" is as hazy as the Jersey statesman's definition of "political economy," which he said was the "art of not buying any more votes than you need." We go on steadily advancing our standard of living until it will soon be impossible to tell the story of the farmer who was asked by some city people seeking a boarding place for the summer whether he had a bath tub in the house. "No," said he, "if you really need a bath you better take it afore you come."

If our grandfathers were content to walk, our fathers wanted horses, and we believe motor cars are the only proper means of locomotion. Doubtless our children will refuse to travel in anything short of flying machines.

This tendency toward luxury is shown by reports from a single town in the Central West early last year, when nearly every man of even very moderate means maintained an automobile at the expense of the butcher and grocer and other tradesmen, until collections became exceedingly slow—except in the motor supply and repair departments. Of course one cannot expect to find the liberal consumption of luxuries condemned by manufacturers of perfumery, but the moral is obvious.

There is encouragement for the future, however, in the fact that these excesses merely absorbed the supply of liquid capital for a time, and with the economy born of necessity, it will soon be possible to resume vigorous progress in the right direction. Speculative debauches and overdoing of real estate booms, all contribute to the exhaustion of national vitality, but there is no evidence of organic disease. Moreover, the spirit is not gone, and the patient *wants* to get well. All over the country there are countless plans for new undertakings as soon as the time is ripe, much work depending on further reductions in wages or cost of material. But the revival is in sight, and a brisk movement only awaits the propitious moment.

This brings us to the question of how far will recovery go this year? About four months of 1908 have passed and distinct gains can be discerned, but the volume of business is still from 15 to 25 per cent. below last year's. In this comparison it is well to remember that activity was *far beyond* all precedent in the first half of 1907, and that it is not necessary to go very far back in order to find conditions making a much closer comparison.

During the second four months of 1908 there are three factors that call for consideration. Political nominating conventions and the crops supply elements of great uncertainty, and the usual midsummer dulness of business may be more pronounced than usual, although conservative

purchases by dealers have kept stocks low, and replenishment may become necessary at unseasonably early dates.

By the beginning of the closing third of the year the crops will be assured, and the unusually early start makes the present outlook very bright in that respect. The month of October will mark the passage of a full year since the panic, and November will remove all political uncertainty. As the farmers' almanac says: "About this time you may look for settled weather."

The people may decide that political uncertainty ends with the nominating conventions, or caution may continue up to the day after election, but the ultimate result is assured. It may take a few months more than the optimist expects, but there is no doubt about the final resumption of record-breaking railway earnings, bank exchanges, freight tonnage, foreign trade and all the statistical comparisons by which the prosperity of this wonderfully equipped nation is measured. Our mineral and agricultural wealth is a certainty; our manufacturing processes cannot be surpassed anywhere in the world; our people are not to be daunted by the most complicated engineering or financial problems. We have an area so vast that our entire population of 87,000,000 could be concentrated in the single State of Texas, and each family of five persons would have 10 acres. An agricultural yield averaging in value seven billion dollars yearly is secured without utilizing all the available territory by any means, and the United States will not come to the concentrated farming methods of the old world for many generations. Even in the present period of readjustment there is little real suffering, the high prices of meat alone testifying to the fact that consumption is not materially curtailed.

Following out this line of thought we cannot fail to be impressed by the fact that no extended period can intervene before all previous records of commercial activity in the United States will be far eclipsed, and I will tell you that the signal for "full speed ahead" will be given in 1908 if you tell me that the crops and the elections are coming out all right.

NEW TRADE NAMES.

The following names have been submitted for registration to the Committee on Fraternal Relations of the Manufacturing Perfumers' Association, since publication of last list:

- AIDA (I-eda)—applied to Perfume and Toilet Articles. Lazell, Dalley & Co.
- ARBOR VIOLETS—applied to Perfume, Toilet Water, Sachet Powder, etc. The Hess Co.
- BOCADIA—applied to Perfume and Toilet Articles. Lazell, Dalley & Co.
- BOUDOIR BOUQUET—applied to Soap and Perfume. Alfred Wright.
- BOUQUET DIABOLO. Minneapolis Drug Company.
- BOUQUET IDEAL—applied to Perfume. Burks Medicine Company.
- CASTILIAN VIOLET TALCUM POWDER. Bridge Chemical Company.
- CREME ALICE. LeMaire Perfume Company.
- CUBAN DAISY—applied to Perfume. Burks Medicine Company.
- DAINTIEST—applied to Perfume and Toilet Articles. Lazell, Dalley & Co.
- DEBUTANTE—applied to Perfume and Toilet Articles. Lazell, Dalley & Co.
- DELIGHT—applied to Perfume and Toilet Articles. Lazell, Dalley & Co.
- DIXIE BELLE. Darius McLean.

ELLA BELL.—Darius McLean.
 FLORALDEW—applied to Perfume and Toilet Articles. Lazell, Dalley & Co.
 FLORENTINE COLD CREAM. C. H. Selick.
 FLORENTINE TOOTH POWDER. C. H. Selick.
 FRENCH CLOVER. Burks Medicine Company.
 GENE—Perfume and Toilet Articles. Lazell, Dalley & Co.
 GOLD DOLLAR—applied to Perfume and Toilet Articles. Edwin H. Lee Co.
 HARVEST BLOSSOMS—applied to Perfume. Burks Medicine Company.
 HIGH ART—applied to Perfume and Toilet Articles. Edwin H. Lee Co.
 HOLLY BLOOM. C. H. Selick.
 INDIAN HAY—applied to Perfume and Sachet. Burks Medicine Company.
 IVRESSE—applied to Perfume and Toilet Articles. Alfred Wright.
 J. A. C. ROSE. Burks Medicine Company.
 LEMON BLOSSOMS—applied to Perfume. Burks Medicine Company.
 MADCAP BOUQUET—applied to Perfume, Soap, Toilet Waters, etc. Alfred Wright.
 MARJORIE, ROSE. Frederick F. Ingram & Co.
 MARJORIE VIOLET. Frederick F. Ingram & Co.
 MARLEA—applied to Perfume, Sachet Powders. Toilet Waters, Powders, etc. The Hess Company.
 MEADOW BLOSSOM—applied to Perfume. The C. B. Woodworth Sons Co.
 MEL-CLOVER—applied to Perfume, Sachet, Toilet Water, etc. Tankard & Co.
 MELODIE—applied to Perfume, Toilet Water, Toilet Articles and Soap. Alfred Wright.
 MI-LADY'S CHOICE—applied to Perfume. Burks Medicine Company.
 MINNETONKA BOUQUET. Minneapolis Drug Company.
 MOUNTAIN VIOLET TOILET AND SACHET. Burks Medicine Company.
 NADIA—applied to Perfume and Toilet Articles. Darius McLean.
 NADINE—applied to Perfume, Toilet Water, Sachet Powders, etc. The Hess Company.
 OJIBWA. Darius McLean.
 PANSY QUEEN—applied to Perfume. Burks Medicine Company.
 ROSE OF DETROIT. Darius McLean.
 SONIA—applied to Perfume and Toilet Articles. Lazell, Dalley & Co.
 SOUL OF THE FLOWERS. Darius McLean.
 SWEET OLIVE. Adolph Spiehler.
 SWISS TULIP—applied to Perfume. Burks Medicine Company.
 THEODORA FACE POWDER. C. H. Selick.
 VARSITY—applied to Perfume and Toilet Articles. Edwin H. Lee Co.
 VIOLETTE ELICE. A. P. Babcock.
 WINSOME—applied to Perfume and Toilet Articles. Edwin H. Lee Co.
 YAMA—applied to Perfume and Toilet Articles. Alfred Wright.
 ZENANA. Michigan Drug Co.

Objections to the use of any of the above names should be filed immediately with A. D. Henderson, Chairman of Committee on Fraternal Relations, 126 Chambers Street, New York City.

Very truly yours,

A. D. HENDERSON,
 Chairman, Com. on Fraternal Relations.

TREASURY DECISIONS.

(T. D. 28805.)

No. 18229.—CONCENTRATED FRUIT JUICE.

Protests 265741, etc., of E. C. Rich (New York).

Merchandise classified as an unenumerated manufactured article under section 6, tariff act of 1897, was claimed to be dutiable under paragraph 299 as fruit juice, either directly or by similitude.

WAITE, *General Appraiser*: The merchandise in question was invoiced as raspberry, strawberry, and pineapple "pure fruit juice free from alcohol." * * * We deem it necessary to discuss only the claim based on paragraph 299, that being the claim upon which the importer relies. This importation is not, in our opinion, fruit juice as it was known at the time of the passage of the act, July 24, 1897. The evidence shows that the fruit juice which must have been in the contemplation of the law-makers at that time was the juice as it was expressed from the fruit, with perhaps some additional alcohol as a preservative, being a thin, watery liquid, not condensed or otherwise increased in strength or value. The article here involved, the evidence shows, is produced by subjecting fruit juice to a process of evaporation and pasteurization, which extracts the water and results in a preparation of greatly increased strength, the evidence showing that 1 gallon of the imported product is as strong as 20 gallons of the juice from which it is derived. It also appears from the testimony that the value of a gallon of the ordinary raspberry or strawberry juice is worth from \$1 to \$5, while 1 gallon of the concentrated juice is worth \$30, the value thus being increased 600 per cent. to 3,000 per cent. The consistency is also very materially changed from that of a thin juice or liquid to a heavy, thick sirup. Hence, we conclude this is an entirely different commodity from the fruit juice of commerce dealt in at the time of the passage of the act.

We do not deem it necessary to go into a discussion as to whether the similitude clause should be applied, but content ourselves with citation of the authorities, which clearly hold that it is not applicable in a case of this kind. *Smith v. Rheinstrom* (65 Fed. Rep., 984); *United States v. Proctor* (145 Fed. Rep., 126; T. D. 27115); *Schoeneman v. United States* (119 Fed. Rep., 584).

The protests are overruled and the assessment of the collector will stand.

No. 18221.—GAUGE OF OLIVE OIL.

Protests 261668, etc., of F. B. Vandegrift & Co. (New York). Opinion by Somerville, G. A.

G. A. 6575 (T. D. 28072) followed, relating to the gauge of olive oil.

No. 18259.—TOILET SOAP.

Protest 283628 of Park & Tilford (New York).
Opinion by Lunt, G. A.

Tooth soap was held dutiable as a toilet soap under paragraph 72, tariff act of 1897, as claimed by the importers.

(T. D. 28826.)

Chlorophyll.

Decision of the United States Circuit Court for the Southern District of New York, in suit 4906 (T. D. 28719) of United States *v.* Magnus & Lauer, acquiesced in.

TREASURY DEPARTMENT, March 10, 1908.

SIR: The Department is in receipt of a report of the United States attorney for the southern district of New York in which he states that suit 4906 (T. D. 28719) of the United States *v.* Magnus & Lauer was recently decided in the United States Circuit Court for that district adversely to the Government.

The merchandise in suit consisted of certain "chlorophyll," consisting of green coloring matter obtained from leaves and other vegetable substances, used for coloring food stuffs and oils. Duty was assessed thereon at the rate of 30 per cent. ad valorem, as a color, under paragraph 58 of the tariff act of July 24, 1897. The importers protested, claiming the merchandise to be properly dutiable at the rate of 20 per cent. ad valorem, as a non-enumerated manufactured article, under section 6 of the same act, which claim was sustained by the United States Circuit Court in this case.

The Attorney-General advises the Department that no further proceedings will be directed in this case. You are therefore hereby authorized to forward the usual certified statement for refund of the duties exacted in excess in settlement thereof.

Respectfully,

BEEKMAN WINTHROP,

Assistant Secretary.

(54030.)

COLLECTOR OF CUSTOMS, New York.

(T. D. 28873.)

Drawback on Flavoring Extracts.

Drawback on flavoring extracts manufactured by the Van Duzer Extract Company, of New York City, with the use in part of imported alcohol.—T. D. 28368 of August 5, 1907, extended.

TREASURY DEPARTMENT, March 19, 1908.

SIR:—The Department's regulations of August 5, 1907 (T. D. 28368), establishing a rate for the allowance of drawback on the exportation of flavoring extracts manufactured with the use of no other than imported alcohol, are hereby extended, so far as applicable, to cover flavoring extracts manufactured by the Van Duzer Extract Company, of New York City, with the use of imported alcohol, in accordance with their sworn statement, dated March 4, 1908, transmitted herewith for filing in your office.

Respectfully,

L. A. COOLIDGE,

Assistant Secretary.

(49902.)

COLLECTOR OF CUSTOMS, New York.

No. 18498.—ENFLEURAGE GREASE—VALLEY LILY POMADE.

Protest 193048 of Clayton Rockhill (New York).
Opinion by McClelland, G. A.

Valley lily pomade was held to be free of duty as enfleurage grease under paragraph 626, tariff act of 1897. United States *v.* Ungeer & Co., suit 4151 (T. D. 28210) followed.

No. 18538.—FRUIT JUICE.

Protests 268055, etc., of C. W. Craig & Co. *et al.* (San Francisco).

In one of these cases the article in controversy was classified as a spirit under paragraph 289, tariff act of 1897, and in the other cases as a cordial under paragraph 292. The importers contended that the article should have been classified under paragraph 299 as a fruit juice containing not more than 18 per cent. of alcohol. Protests sustained.

SOMERVILLE, *General Appraiser*: The merchandise is imported in bottles labeled "Creme de Cassis, Dijon," also "Black currant juice made in Dijon, France." Analysis of the article shows that it contains by volume 16.85 per cent. of alcohol. * * * The article is not a cordial, as cordials usually contain not less than 35 to 40 per cent. of alcohol. The article seems more nearly to resemble the fruit juice passed on by the Board in the case of O. C. Blache & Co., G. A. 4983 (T. D. 23251), which in that case was assessed as a cordial under paragraph 292, and was held by the Board to be dutiable at 60 cents per gallon under said paragraph 299 as a fruit juice containing less than 18 per cent. of alcohol. This importation differs from the merchandise involved in the decision of the Board *In re* Chapuis, G. A. 4736 (T. D. 22401), which was shown to contain at least 35 per cent. of alcohol, and was used as a cordial. The quantity of alcohol contained in this merchandise would preclude it from being classified as a cordial and throw it into the category of a fruit juice containing alcohol.

No. 18529.—CASSIE LIQUID.

Protests 231396, etc., of Van Dyk & Co. (New York). Opinion by McClelland, G. A.

An article invoiced as cassie liquid was held to have been properly classified as a chemical compound under paragraph 3, tariff act of 1897. The importers contended that it was free of duty under paragraph 626, relating to enfleurage grease, etc.

(T. D. 28867.)

Clerical error.

MAGNUS *v.* UNITED STATES.

U. S. Circuit Court, Southern District of New York.
March 2, 1908. Suit 4972.

CLERICAL ERROR—UNDERVALUATION—SHIPMENT OF WRONG GOODS.

The penalty prescribed for undervaluation was applied where a shipment of oil was invoiced and entered at the price of a cheaper oil. The importers alleged that the cheaper was ordered, but that by mistake the more valuable had been shipped. Held that this was not a clerical error from the consequences of which the importers might be relieved; also that relief should not be granted by reason of the encouragement which would be given for col-

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lusion for fraudulent purposes between shippers and importers.

On application for review of a decision by the Board of United States General Appraisers.

[Decision in favor of the Government.]

For decision below see G. A. 6614 (T. D. 28231), in which the Board of General Appraisers overruled the protest of Magnus & Lauer against the assessment of duty by the collector of customs at the port of New York. On the ground of an alleged clerical error the importers had sought to be relieved from the payment of additional duties accruing for undervaluation, under section 32, tariff act of 1897, amending section 7, customs administrative act of 1890.

Kammerlohr & Duffy (John G. Duffy of counsel) for the importers.

J. Osgood Nichols, assistant United States attorney, for the United States.

HOUGH, District Judge: The petitioners are the agents of Spurway & Co., of Cannes, France. They received from their principals an invoice describing 300 pounds of Turkish oil of geranium, which invoice set forth the value of this article at 5.50 francs per pound. This is a fair market price for Turkish oil. The appraiser discovered that the article imported was Algerian oil of geranium, which is worth twice as much as Turkish. It appears from the testimony that the principal had himself been in this country not long before the time of this importation, and had contracted for the sale and delivery of certain Turkish oil; that he intended to ship Turkish in compliance with such contract, and by mistake Algerian was sent instead—by whose mistake can only be inferred, presumably that of some employee of Spurway & Co. in Cannes. It is asserted that this is a clerical error against which the Board of General Appraisers should have afforded relief. The Board's decision declares that the remedy of these petitioners was not to receive or accept the merchandise, and the argument on this appeal is largely devoted to showing that as soon as the goods had arrived in this country the petitioners' liability for duty had attached, and that therefore the remedy suggested by the Board was not open to them. No opinion is expressed on this point.

In the case of *Morimura* (T. D. 28866) just decided, I have stated my understanding of the phrase "clerical error." It has also been defined as an error "visible to the eye or obvious to the understanding," G. A. 184 (T. D. 10534). Under any definition of "clerical error" I do not see how this mistake can be excused; and it is so obvious that by arrangement between shipper and importer "clerical errors" of this sort can be made to suit many cases of undervaluation or fraudulent invoicing, that I think it clear the Board was right in refusing relief, in order not to establish a most dangerous precedent.

Decision affirmed.

A. Bense, manager of the La Union Soap Works in Torreon, Mex., and one of the most prominent of the German residents of the city, died March 15, at 8 o'clock, after an illness of little more than a week.

There is very general and sincere sorrow in Torreon over the death of Mr. Bense. He was exceedingly popular.

VOLATILE OILS: THEIR FALSIFICATIONS AND HOW TO KNOW THEM.

By OTTO HILDEBRAND.

Volatile oils obtained by distillation and extraction from certain flowers, fruits, skins or seeds are brought to the market in various forms. Generally they are liquids (true Volatile oils), sometimes solid, as in the different kinds of camphor, or they are solutions in liquid form. In the last instance the solid portion appears after cooling, as stearoptenes, derived from the fluids (*Elaeoptes*). All Volatile oils are soluble in ether, alcohol, chloroform, petroleum-ether or bisulphide of carbon, and few in water; but they give something of their taste and smell to the water. Volatile oils are miscible with fatty oils and fats in a certain proportion. Their specific gravity varies between .8 and 1.1; they are colorless, yellow or brown, especially when old, seldom green or blue, and the boiling point lies above 140°. Most Volatile oils, especially those containing oxygen, easily absorb oxygen from the atmosphere and easily combine with it. Absorption is stimulated by sunlight, and thin oils are made thicker thereby, and finally even solid; so that the oxidized product generally forms a resinous-seeming body. This process is termed *rezinizing*. Some Volatile oils, which contain aldehydes, become specific acids under oxidation, as, for instance, Cinnamon Oil, in which cinnamic acid is formed, or Bitter Almond Oil, in which benzoic acid is formed. As a consequence of these alterations, Volatile oils must be carefully protected from light and air. The keeping quality may be heightened by mixing with the Volatile oils .5 to 1% of alcohol.

The specific character of an oil is indicated usually by the proportion of oxygen contained in it. Manufacturers of Volatile oils therefore often remove from those oils intended for perfumers and manufacturers of food products the worthless terpenes, and at the same time to keep them in concentrated form. These concentrated oils are not only pure and pleasant to the smell and taste, clear and easily soluble in diluted alcohol, but they are also more easily distributed than ordinary Volatile oils. These concentrated oils are recognized by the pure odor, colorlessness, and the greater specific gravity. It is understood that these oils must be just as carefully shielded from light and air as the common Volatile oils.

Volatile oils are falsified very widely, and therefore it is very necessary for the consumer to know what substances are used for falsification and how they may be recognized. The falsifications consist generally in the mixing of a cheaper oil with a dearer one, for instance, oil of turpentine, alcohol, seldom chloroform, and fatty oils. They also mix terpenes or camphenes, or other carbo-hydrates, which are removed in making concentrated oils.

The recognition of the value of a Volatile oil depends first on the physical characteristics thereof, viz., color, smell and taste. The specific gravity does not always indicate whether falsified or not. Reagents are to be used for detecting falsifications only under certain conditions. Smell and taste are so characteristic for each Volatile oil that the quality of the oil is in most cases indicated

thereby. In order to test the smell, a drop of the oil to be tested is put into the dry palm of the hand and rubbed with the palm of the other hand, by which the smell is brought into relief. In order to test by taste—a drop of the oil is put into 15 or 20 grammes of distilled water, shaken well and then tasted.

In order to test for fatty oils, such as poppy-seed oil, resinous oils, and the like, the process is as follows: A drop of the oil to be tested is put on blotting-paper and placed in a hot-water bath. If the oil is not falsified the spot on the blotter disappears at once, and is not perceptible when held up to the light. When a fatty substance is present the spot often seems to have disappeared when the light falls on it, but is still there when held up against the light. In expensive Volatile oils it is often found that they have been mixed with alcohol. This is more than probable when it contains more alcohol than is necessary to keep it. If more than 3% of alcohol is present, drop one or two drops of the oil into some water. In this instance, the drops will be surrounded with a milky circle, or mixing with the water it becomes turbid or milky after a time.

Another method depends upon the principle that oils containing carbo-hydrates show no change when sodium is added, other oils, however, which contain carbo-hydrates and oils containing oxygen, when combined with sodium produce a small amount of oxygen gas, and are altered very little by the reaction in the first five or ten minutes.

If, however, the oil is falsified with alcohol, not only is considerable oxygen gas produced, but after a little time it becomes dark brown, thick or quite stiff. For carrying out this investigation 10 drops of the oil are put into a test tube and a small bit of metallic sodium is dropped in.

Another method of testing Volatile oils is the Hagerian Tannin test, but this is not applicable to all Volatile oils. This is the case with different kinds of clove oil, bitter almond oil, Cassia oil, etc., and especially in all those Volatile oils containing acids.

Falsification with chloroform, when done skilfully, is not always to be detected by taste or smell, but in all cases chloroform raises the specific gravity of the oil. To test for this agent, put 15 drops of the oil in a reagent glass, 45-50 drops of alcohol, and 30-40 drops of dilute sulphuric acid, well shaken together, and with 2-3 slivers of sheet zinc, and warm the mixture until the oxygen is given off freely. After shaking up again thoroughly, it is put aside and then warmed again, when the gas production has diminished. The warming and shaking should be repeated several times. After 20-25 minutes the mixture is combined with an equal volume of cold distilled water, well shaken together, and then filtered through a moistened paper filter. The filtrate is then acidulated sharply with nitric acid and mixed with a solution of silver nitrate. If chloroform be present a milky turbidity appears, or a white deposit of chloride of silver, which appears dark in the light and is soluble in ammonia.—*Organ fuer den Oel und Fetthandel.*

(To be continued.)

VOLATILE OIL NOTES OF THE PHILADELPHIA BRANCH OF THE AMERICAN PHARMACEUTICAL ASSOCIATION.

APRIL MEETING.

Adulterations and their detection was the subject discussed at the meeting of the Philadelphia Branch of the American Pharmaceutical Association, held on the evening of Tuesday, April 7, 1908.

In an interesting communication on "The Adulteration of Volatile Oils" Dr. Geo. R. Pancoast and Mr. W. A. Pearson called attention to the difficulty of controlling volatile oils by chemical means alone, and pointed out that for many of these substances an odor test, or a dilution odor test, offers the possibility of more systematic control than the chemical and physical tests prescribed in the Pharmacopœia.

Prof. Jos. P. Remington, in discussing this communication, said that he was inclined to agree with the writers of this paper on the value of the odor test and the difficulty of controlling products of this kind by chemical means. He also called attention to the fact that many of the larger users of volatile oils, like confectioners, depend almost entirely on the practical application of an odor test in buying these substances. Chemical tests he believes to be useful, largely at least, to determine the nature of the adulterant, rather than to discover the purity or the value of the volatile oil itself.

Dr. Lyman F. Kebler called attention to the difficulty of distinguishing between natural and artificial products. He cited oil of wintergreen as offering a number of particularly interesting problems. He, for one, could never understand how it was possible for the small amount of this oil that is actually produced to go so far.

Mr. Turner was inclined to differ from the opinion expressed by Prof. Remington in that he believed that chemical tests are of great value in determining the identity, nature and purity of volatile oils that are used in medicine. Many, if not all, of the official volatile oils which are used for their medicinal properties are used in comparatively large quantities and their chemical properties have been fairly well determined.

Mr. W. A. Pearson announced that he and Dr. Pancoast were now working on a comparative study of natural and artificial methyl salicylate, and that this work was now sufficiently well advanced to promise an early publication of the results.

(Discussions Continued from March Issue.)

Mr. Collins:

"In making vanilla extract a lower percentage of alcohol would serve. The Bureau of Standards states that in 100 c.c. of vanilla extract there shall be the extractive matter from 10 ccms. of vanilla bean. What does this mean? Shall the extract be made with all water or all alcohol or a mixture of both. There are no two kinds of beans which give the same amount of solid extract. What guide shall we have? How does the chemist know when the extract conforms to the law?"

Chairman Remington:

"Mr. Claus's remarks, in regard to the variation of the

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flavoring quality of the vanilla bean, has been exceedingly interesting. I am satisfied that he was right when he said that the majority of druggists prefer the Mexican. I am sure if he would bring over some different qualities to show us they would be appreciated. I believe that there should be two standards in the United States, one for foods and one for drugs. When the food and drug law was passed it was necessary to get the law through."

He spoke very highly of Dr. Wiley, commending the work that he has done. There have been good and bad extracts made, and he was not prepared to say that the standard of the U.S.P. for Tincture of Vanilla should not be modified, but believed it was to the interest of the honest manufacturer to make honest extracts, to uphold these extracts in every way. It would certainly be better for their business if they make extracts better and purer than have been known, and he believed that point was being reached. "Why should we argue as to whether it should be a 4 or 5% extract, so long as it is pure? I say it is a question for conference. I will say for the Committee of Revision that they will be very glad to listen to any arguments that will be brought, and, while we are not contemplating a new revision, suggestions will be appreciated. The trade has been shaken up during the last year; labels have had to be changed. As for the guarantee numbers under the Food and Drugs Act, I am sure they must go, for they "were conceived in iniquity and born in fraud." The essence of the law is to tell the truth on the label, and thus we are laying a sure foundation. I would advise the Extract Association to have a conference, and if it can be proved that a 4% extract of lemon is more merchantable, let that be the standard, and then hew to the line and make every manufacturer make a 4% extract, instead of quibbling as to whether it should be 4 or 5%. The pharmacist needs a stronger proportion of alcohol, as a rule, because he uses it in admixture with other things where a weaker tincture might cause precipitation. The conditions are not the same for foods and drugs.

Prof. Kimberly, Professor of Chemistry at the Medico-Chirurgical College of Pharmacy, confirmed the remarks of Prof. Stanislaus about conditions in North Dakota, especially concerning the presence of wood alcohol in extracts, giving detailed figures. He said there was more sophistication in extract of lemon than in any other. Other essences, as strawberry, were found to be entirely artificial. The only objection the commissioner had to these were that they were labeled as pure fruit essences. Regarding the firms that put these out, cities from all over the country were represented. One firm put them up and labeled them "artificial;" what happened to them after they left the house they did not know. Other houses were compelled to make two classes of preparations—one for grocers and one for druggists. These facts came under his observation while he was connected with the Department of Agriculture of North Dakota.

Dr. Horn, Professor of Chemistry in the Central Manual Training School of Philadelphia, said the discussion could be looked upon from two sides, that of the legitimate manufacturer and that of the Government. The manufacturer supplies the demand and the Government sees that the people get what they want. It is not my opinion that the drug store is the place to dispense flavoring extracts. The druggist is the same sort of a man as any other man, and I have seen some from druggists that were much worse than those which came from a large manufacturer.

He then called attention to the inconsistency of the Government rulings, illustrating by the fact that coloring was allowed in butter and in whisky compounds, but prohibited in artificial extract of vanilla. He also referred to the late decision on corn syrup.

Mr. McCormick, a manufacturer of flavoring extracts from Baltimore, gave an account of trade conditions as found in the South, showing that retail dealers sometimes preferred the cheaper grade of goods to those which are pure.

Dr. Brinton said that with reference to the soluble matter in vanilla extract there is a great deal to be learned from the manufacturers. This is a very difficult opinion to obtain, for the reason that manufacturers use different methods. Some use different amounts of alcohol, some use glycerin, and some different degrees of temperature. The fact has been mentioned that the extract changes on standing, which fact also must be taken into account. He said the opinions of the manufacturers must be obtained on these things, and believes it is the duty of some progressive manufacturer to get into research work and publish his opinions. It would be appreciated by the Food Inspection Chemists.

Professor Remington said that what the extractive should be made up of would depend upon the menstruum used. The highly alcoholic menstruum will give, as a rule, a very low percentage of extractive, while with the increased proportion of water in the menstruum the amount of extractive is raised in direct ratio, but in many cases of increase in the percentage of extractive is due to inert matter.

Prof. Brooks, of New York, spoke with reference to the subject of wood alcohol in flavoring extracts, having found it in these and also in tincture of iodine, so-called Jamaica ginger, and even in paretoric. Of the extracts 29 brands were purchased; all were bought as pure and all labeled as pure. Of the 22 below standard, 16 were entirely false, containing no oil of lemon, and highly colored. Of the 22, two contained wood alcohol. Six contained from .2 to 3.5% of lemon oil. He also reported having found a lemon extract which contained sugar designed to raise the apparent content of the oil when estimated by the polariscope; one sample of almond extract contained a large amount of prussic acid, and one was made of nitrobenzol instead of almond oil.

Mr. Clawson:

"There is very much to be said on both sides. There should not be a feeling of jealousy or competition between the druggists and the manufacturers of extracts. I believe that within the past few years the manufacturers of extracts have made wonderful strides in the improvement of their goods. They have been forced by competition to do what has been said here to-night. What the manufacturers actually want to-day is a standard. Whatever the standard is let us have it, and we will all aid the Government in carrying out the standard, because if I find you making an essence of a low grade and getting competition with my goods I am going to inform the Government that my analysis of your goods is so far below the standard. We would like to be relieved of the odium that the extract manufacturers are at the bottom of all the cheap goods that are on the market; if we do not make them the druggists do."

Prof. Kraemer, Professor of Botany and Pharmacognosy, in the Philadelphia College of Pharmacy, said he would like to ask Dr. Brinton whether the Government standards stated that only Mexican vanilla should be used.

Dr. Brinton replied that the *Vanilla planifolia* was specified, no matter where grown.

Prof. Kraemer said that when the Pharmacopoeia was revised not one of the manufacturers had anything to say about vanilla beans. All of the large houses are supplying vanilla extract which conforms to the law. The standards are not impracticable nor impossible.

Dr. Horn stated that the Government had changed its attitude with regard to the name "corn sirup," as the result of a number of practical chemists' opinions, and it would probably change its views as to extracts in consequence of a protest. A clear statement of the objections should be made.

Then followed a lively discussion, in which Mr. Claus was asked to give his authority for saying that the Government required that Mexican vanilla alone should be used in making the extract; he was not able to answer the question satisfactorily.

IN THE TRADE

Mr. J. H. Leslie, of Lyman Bros., Ltd., Toronto and Montreal, was in New York lately studying the situation.

Mr. J. Clifton Buck, of Philadelphia, was obliged to leave early on Thursday, as he sailed for Europe on April 24th.

Mr. George Lueders just missed the Convention, sailing for Europe on the S. S. Moltke, April 22d. He will be abroad eight or ten weeks.

During the banquet Secretary Hyde read a message of good cheer from Paul Rieger in San Francisco. Mr. William Rieger was expected to attend, but could not get here.

Mr. Henry Dalley sailed April 9th on S.S. *Carpathia* for Trieste. He will travel for six months or more. His sage counsel was sorely missed at the Convention, in which he usually takes so active a part.

By the explosion of a benzine tank at W. & H. Walker's soap factory in Herts Island, Pittsburg, Pa., Robert Gillespie, 28 years old, single, a pipe fitter of North Avenue and Middle Street, Northside, received injuries which may result in his death.

That prince of good fellows, Alfred G. Wright, of Rochester, was sorely missed at the Convention, and his absence was all the more regretted when it was learned that he was obliged to remain away by his physician's orders. He has the best wishes of all for a speedy recovery.

J. J. Kelly, representing the B. J. Johnson Soap Company of Milwaukee, while in Cadillac last month, sold the largest order of soap ever sold in any city north of Grand Rapids. The National Grocery Company made the purchase of Mr. Kelly and it was for about two cars or 1,700,000 bars.

There is no better sticker for labels on tin than Tinnol, the adhesive, manufactured for this very purpose by the Arabol Manufacturing Company, 100 William Street, New York. All possible drawbacks are diminished if Tinnol is used. The label, unsoiled, with unimpaired colors, will stick to its place until removed by sharpened tools.

It is the unexpected that happens often in business, as well as in romance, and even when guided by past experience errors are liable to occur. When a probable year's supply is ordered and it lasts but one month some new element of special weight must have been introduced. Any one reading the advertisement of the American Stopper Company on another page must pause and wonder, but a study of the new receptacle made for Hudnut's Talcum Powder by this up-to-date designer of packages may account for much. What has been done for one may be done for others.

Fire partially destroyed the Bell Soap Manufacturing Company's building, Nos. 93, 95 and 97 Washington Street, Buffalo, N. Y., March 27th, at 5.40 o'clock. The loss was estimated at \$40,000. The flames were discovered in the fourth and fifth floors, but were extinguished before they spread to adjoining property. Three alarms were sent in.

The Bureau of Manufacturers is in receipt of a communication from a Mexican firm requesting to be put in touch with American manufacturers of soap-making machinery, from whom they desire full information. The firm also desires to enter into correspondence with manufacturers of caustic soda in the United States.

The Kansas City Soap Company at Shawnee Avenue and Railroad Street in Kansas City, Kas., is to build a four-story addition to its present plant. The new building is to be 60 by 100 feet. The foundation is already completed. Work on the new addition is to start immediately. The enlargement of the plant, the owners say, will require an increase of about one-third in the working force.

Innis, Speiden & Co., head office at 46 Cliff St., New York, and Branch Office at 196 Michigan St., Chicago, Ill., have opened another Branch at 218 Purchase St., Boston, Mass., under the management of Chas. E. Goode, for many years with E. & F. King & Co. at Boston. He will be assisted by Mr. H. D. Pierce.

This step was found necessary in order more effectively to attend to this firm's increasing New England business.

For the next two years D. M. Pratt, of the firm of Whitman and Pratt, Lowell, Mass., will remove all dead horses and other animals from the streets of Norfolk, Va., within four hours after notification.

These dead animals will be hauled to a plant in Berkley or Huntersville, where they will be rendered, and other things done to them, until they reach that stage where oil, grease, tallow and soaps can be manufactured.

Soap, it is declared, will only be made from animals received from the slaughter house. Mr. Pratt, it is said, represents a company with \$150,000 and intends to erect a plant in Berkley and Huntersville. Each of these plants will be installed with the latest machinery. Secretary J. A. Hall of the Board of Trade was instrumental in inducing Mr. Pratt to erect two plants in this section.

The Procter & Gamble Soap Company closed down a number of departments in the Ivorydale plant the first week in April so that the number of employes there has been reduced to 450. This is because of the opening of their new plant in the East. The lay-off at Ivorydale, however, is only for one week. Saturday 700 men will be employed and Monday the entire force will again be employed. A member of the firm said Thursday: "We laid off here to give the new plant an opportunity to get started and produce goods. We have heretofore never been able to keep up with our orders. We intend to increase our sales now to such an extent that we can keep all the plants in full operation."

Mr. Ed. V. Killeen, of Lueders & Co., returned from a seven weeks' trip to the Coast just in time to enjoy the Convention.

Mr. W. G. Ungerer hurried back from a trip to the West and Southwest, so as to take part in the Perfumers' meeting.

Mr. J. Edward Young, Jr., one of the active members of the Committee on Entertainment, was sadly missed at the Convention, being then on his way back from Europe, arriving on S.S. *La Savoie* April 25th.

Western patrons of Ungerer & Co. will be pleased to learn that the Chicago branch of this house (E. A. Webber) has removed to more commodious quarters, and is now located at No. 195 East Kinzie Street, Chicago.

A new Synthetic product, "Cyclosia," is announced by Chuit, Naef & Co., Geneva. It is designed to reproduce exactly the delicate odor of *Cyclamen Europeum*, and may also be used effectively in other extracts, when combined with natural products.

Two hundred representative chemists of the country gave a complimentary dinner April 9 at the Hotel Astor to Dr. Harvey W. Wiley in honor of the completion of his twenty-fifth year of service with the Government. Dr. William Jay Schieffelin presided and numerous congratulatory speeches were made in praise of Dr. Wiley's efforts for pure food and pure drugs and the good results which have thus far been obtained.

Dr. Wiley, who came last on the programme, responded in his usual happy vein, and after expressing his thanks for the honor said that whatever he had accomplished had been done in the line of his duty. The Chief of the Bureau of Chemistry admitted that his task had been a difficult one, and that it had made him many enemies, but that he had been compensated by the knowledge that a long step in the right direction had been taken towards purity in food and drug products.

Among those who spoke were C. F. Cox, Wilder D. Bancroft, Charles Baskerville, Joseph P. Remington, Charles E. Sholes, Maximilian Toch, M. T. Bogert, Alfred L. Manierre, Herman A. Metz and Walter H. Page. Among the others present were:

Samuel R. Beardsley, Walter Benschel, C. O. Bigelow, William C. Breed, Gustav Drobegg, Chester B. Duryea, Benjamin T. Fairchild, George A. Ferguson, William S. Gray, Lyman F. Kebler, H. A. La Febra, Caswell A. Mayor, Robert S. Perry, Albert Plaut, H. H. Rusby, Samuel P. Sadtler, J. E. Toms and others.

The officers of the committee in charge of the dinner were Professor Charles Baskerville, Dr. Walker Bowman and Maximilian Toch.

NEW INCORPORATIONS.

THE FEDERAL EXTRACT COMPANY, of Chicago, has incorporated with a capital of \$5,000 to manufacture and deal in grocers' sundries. The incorporators are: Harrison E. Hart, Charles E. Smith, George H. White.

BOSTON SOAP CO., at Kittery, Me., for the purpose of manufacturing and dealing in soap and merchandise with \$100,000 capital stock, of which nothing is paid in. Officers: President, Horace Mitchell, of Kittery; treasurer, V. J. Morrison, of Portsmouth, N. H.

QUAKER SOAP COMPANY, New York; capital, \$5,000. Directors, Robert Martin, 69 West 102d street, New York; John T. Cox, 59 Court street, Brooklyn; Fred W. Meade, Van Wyck avenue, Jamaica, L. I.

THE CROSBY CHEMICAL COMPANY, of Bridgeport, Ct., to deal in tooth powders and toilet articles. The capital stock is \$20,000, of which \$16,500 has actually been paid into the treasurer of the company. The incorporators are Charles I. Crosby, James A. Turner and Willard C. Holmes.

OATINE MANUFACTURING COMPANY, Chicago, Ill., capital \$2,500; manufacture toilet preparations; incorporators, William H. Enright, S. B. Enright and J. J. Ricks.











THE HEFFRON-TANNER CO., Syracuse, N. Y., has been reorganized. E. A. Buckley was formerly president. The new company, which is incorporated for \$1,000,000, is officered by William E. Heffron, president; William H. Stansfield, vice-president; George E. Loop, secretary and treasurer.

The company has purchased from Hiram E. Wanamaker the six-story building at Richmond avenue and Tracy street, formerly occupied by the Butler Manufacturing Co. It has a floor space of 100,000 feet.

An annex will be built for the manufacture of soap. This will be four stories, will be fire proof and will cost \$50,000.

President Roosevelt has announced the names of the board of food experts which will pass upon all disputed questions in connection with the enforcement of the Federal Food Law, and which will have for one of its first and most important duties a thorough and practical investigation of the use of modern food preservatives. The board is headed by President Ira Remsen of Johns Hopkins University, and includes among its members such recognized food authorities as Prof. Chittenden of Yale. The full list is as follows: Ira Remsen, M.D., Ph.D., LL.D., director President Johns Hopkins University; Russell H. Chittenden, Ph. D., LL.D., Director Sheffield Scientific School, Yale University, and Professor of Physical Chemistry, Yale University; John H. Long, B. S., Sc.D., Professor of Chemistry, Medical School, Northwestern University; Alonzo E. Taylor, M.D., Professor of Pathology, University of California; Dr. C. A. Herter, Professor of Physiological Chemistry, College of Physicians and Surgeons, New York, and special investigator of foods.

PATENTS, TRADE-MARK, ETC.

ARISTON 9149	 CROWN BRAND 23507	ATLANTIC 25691	 FLORANNE 29979	 31238
 WALNUTTA 31265	WYTANAIL 31666	 STEER BRAND 32615	 32616	 DERMAPORE 32661
BRADLEY'S 32717	Opt. 32605	TRICOPERO 32739	 SILVER CORD 33101	 ORALAX 33168
		Kleenex 32747	Ambergloss 32678	 32874

NOTE TO READERS.

This Department is conducted under the general supervision of Samuel E. Darby, Esq., Patent and Trade-Mark Attorney, 220 Broadway, New York, formerly Chief Clerk and Examiner U. S. Patent Office. This report of patents, trade-marks, labels and designs is compiled from the official records of the Patent Office in Washington, D. C. We include everything relating to the four co-ordinate branches of the essential oil industry, viz.: PERFUMES, SOAP, FLAVORING EXTRACTS and TOILET PREPARATIONS.

The trade-marks illustrated are described under the heading "Trade-Marks Applied For," and are those for which registration has been *allowed*, but not yet *issued*. All protests for infringement, etc., should be made promptly to the Commissioner of Patents, Washington, D. C.

All inquiries relating to patents, trade-marks, labels, copyrights, etc., will receive Mr. Darby's attention if addressed to

PATENT AND TRADE-MARK DEPT.,
Perfumer Pub. Co.,
100 William St.,
New York.

PATENTS GRANTED.

879,191.—HAIR-TONIC.—Frederick J. Pieper, Salt Lake City, Utah. Filed Oct. 19, 1907.

1. A hair tonic including tincture of colocynth, quinin sulfate, resorcinol, sulfur, tincture of cantharides, tincture of nux-vomica, salicylic acid, acetic acid, glycerin, chloroform, alcohol, water, and a perfume, substantially in the proportions specified.

2. A hair tonic including tincture of colocynth, quinin sulfate, resorcinol, sulfur, tincture of cantharides, tincture of nux-vomica, salicylic acid, acetic acid, glycerin, chloroform, alcohol, water, and a perfume including vanillin, oil rose geranium, oil bitter almonds, oil bigarade, and extract heliotrope, substantially in the proportions specified.

883,360.—PROCESS FOR THE MANUFACTURE OF FLOATING SOAP.—Anton Stöhr, Hartau, Chemnitz, Germany. Filed Apr. 28, 1904.

The process of manufacturing moldable floating soap, which consists in first melting resin over a slow fire, then removing and stirring the same, then adding to it a fine jet of caustic soda solution of 42 degrees B. previously heated to 144 F. and stirring till the saponified resin becomes crumbly and sandy, then adding same to saponified coconut-oil and stirring over a slow fire to boil for an

hour, then removing into shallow vessels in a cool chamber, and finally removing the resinous top portion and mixing same with hot soap-paste, as stated.

TRADE MARKS REGISTERED.

68,296.—Foot-Powder and Remedies for Corns.—Walter K. Peep, New York, N. Y.

Filed October 25, 1907. Serial No. 30,787. Published February, 1908.

68,297.—Certain Chemicals.—Alois von Isakovics, Monticello, N. Y.

Filed November 18, 1907. Serial No. 31,226. Published February, 1908.

68,298.—Certain Chemicals.—Alois von Isakovics, Monticello, N. Y.

Filed November 18, 1907. Serial No. 31,225. Published February, 1908.

68,309.—Soap.—International Chemical Co., Los Angeles, Cal.

Filed December 3, 1907. Serial No. 31,521. Published February, 1908.

68,350.—Demulcent, Toilet Cream and Skin Food.—F. August Luyties, St. Louis, Mo.

Filed December 9, 1907. Serial No. 31,622. Published February, 1908.

68,353.—Hair-Restorer.—Mary M. Snyder, Washburn, W. Va.

Filed October 12, 1907. Serial No. 30,576. Published February, 1908.

68,355.—Face-Powder, Toilet Cream and Rouge.—Willard White Company, Chicago, Ill.

Filed November 20, 1907. Serial No. 31,267. Published February, 1908.

68,366.—Soap.—Sour Lake Chemical Co., Houston, Tex.

Filed May 3, 1907. Serial No. 27,089. Published February, 1908.

68,398.—Soap Dressings for All Black Shoes.—The Overbrook Company, Philadelphia, Pa.

Filed December 27, 1907. Serial No. 31,941. Published February, 1908.

68,424.—Soap.—Manhattan Drug Co., New York, N. Y.

Filed December 19, 1907. Serial No. 31,846. Published February, 1908.

68,432.—Soap.—Wisdom Soap Company, Chicago, Ill.

Filed December 28, 1907. Serial No. 31,961. Published February, 1908.

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68,514.—Hair-Tonic.—Katherine Culver, West Jordan, Utah.

Filed December 10, 1907. Serial No. 31,653. Published February, 1908.

68,524.—Certain Chemicals.—Pacific Coast Borax Co., Oakland, Cal.; New York, N. Y., and Chicago, Ill.

Filed May 31, 1907. Serial No. 27,780. Published February, 1908.

68,525.—Certain Chemicals.—Pacific Coast Borax Co., Oakland, Cal.; New York, N. Y., and Chicago, Ill.

Filed May 31, 1907. Serial No. 27,781. Published February, 1908.

68,527.—Hair-Tonics.—Sage Brush Co., Ltd. Shoshone, Idaho.

Filed November 19, 1907. Serial No. 31,251. Published February, 1908.

68,536.—Tooth-Powder.—Tompkins C. Delavan, New York, N. Y.

Filed November 19, 1907. Serial No. 31,257. Published February, 1908.

68,538.—Flavoring Extracts.—Marden & Bull, Leominster, Mass.

Filed November 25, 1907. Serial No. 31,351. Published February, 1908.

68,574.—Toilet Powder.—Gerhard Mennen Chemical Co., Newark, N. J.

Filed December 10, 1907. Serial No. 31,648. Published February, 1908.

LABELS REGISTERED.

14,120.—Title: "Lake Foot Rest." (For a Foot-Powder.) Lake Chemical Company, New Brunswick, N. J. Filed February 29, 1908.

14,121.—Title: "New Yankee Cleanser." (For a Cleanser.) Ashael T. Smith, Salt Lake City, Utah. Filed June 25, 1907.

14,129.—Title: "Schilling's Best." (For Flavoring Extracts.) A Schilling & Company, San Francisco, Cal. Filed February 10, 1908.

TRADE-MARKS APPLIED FOR.

9,149.—Eddy Palmer, New York, N. Y. Filed June 27, 1905.—Perfumes and perfumed toilet powders.

19,900.—Chemische Fabrik von Heyden Aktien-Gesellschaft, Radebeul near Dresden, Germany. Filed June 2, 1906.—Salicylic esters of phenols and alcohols.

23,507.—H. P. D. Kingsbury, Redlands, Cal. Filed Nov. 20, 1906.—Jams, marmalades, jellies, flavoring extracts, and preserved fruits.

25,691.—The Great Atlantic & Pacific Tea Co., New York, N. Y. Filed Mar. 2, 1907.—Soap in powdered and cake forms.

29,979.—Aktien-Gesellschaft fur Anilin-Fabrikation, Berlin, Germany. Filed Sept. 16, 1907.—Preparations for dyeing the hair, synthetic perfumes and bases of perfumes and preparations for increasing the strength of the aroma of perfumes.

31,238.—Parisian Institute of Hair Culture & Facial Treatments, Stockton, Cal. Filed Nov. 18, 1907.—Emollients, tonics, creams, lotions, washes, bleaches, ointments and foods for the hair, scalp and skin.

31,265.—Howard E. Nichols, St. Louis, Mo. Filed Nov. 20, 1907. Hair tonics, stains, removers, eyebrow pencils and dandruff reliefs.

31,666.—Louis Spiro, New York, N. Y. Filed Dec. 11, 1907.—A toilet powder for cleansing and beautifying the nails.

31,883.—L. T. Piver Et Cie, Paris, France. Filed Dec. 20, 1907.—Soap.

32,605.—C. A. Murdock Mfg. Co., Kansas City, Mo. Filed Feb. 6, 1908. (Used ten years).—Flavoring extracts.

32,615.—Roth-Homeyer Coffee Co., St. Louis, Mo. Filed Feb. 6, 1908.—Flavoring extracts.

32,616.—Soc. Ta. Prod. Ti Chim. Co. Farmac. Ci A. Bertelli & C., Milan, Italy. Filed Feb. 6, 1908.—Perfumes for toilet use.

32,678.—Miller Bros., New York, N. Y. Filed Feb. 10, 1908.—Nail polish.

32,681.—James D. DeWitt, Easton, Pa. Filed Feb. 10, 1908.—An antiseptic hygienic powder for beautifying the complexion.

32,717.—D. R. Bradley & Son, New York, N. Y. Filed Feb. 12, 1908. (Used ten years).—Perfumes, toilet water, bay-rum, witch-hazel, sachet powders, toilet powders, talcum powders, tooth powders, and preparations for the teeth, perfumed ammonia, perfumed sea-salt, bath powders, perfumed almond meal, cold cream and facial preparations.

32,739.—Barclay & Barclay, New York, N. Y. Filed Feb. 13, 1908.—A medicated preparation for the hair, scalp and skin.

32,747.—The Harral Soap Co., New York, N. Y. Filed Feb. 13, 1908.—(Used ten years).—Soap.

32,796.—John M. Chapman, New York, N. Y. Filed Feb. 15, 1908.—Olive-oil.

32,874.—Barclay & Barclay, New York, N. Y. Filed Feb. 19, 1908.—Soap.

33,101.—Romuald A. Oleshak, Uniontown, Pa. Filed Feb. 29, 1908.—A pomade.

33,168.—Walter K. Freeman, Oscawana, N. Y. Filed Mar. 4, 1908.—Soap.

PROCTER & GAMBLE, BY OPENING OF NEW STATEN ISLAND PLANT, BECOME LARGEST SOAP MAKERS IN THE WORLD.

The Procter & Gamble Company, widely known as makers of Ivory soap, have completed and started operations at their new \$1,200,000 plant on Staten Island, New York. This plant has been in course of construction for about a year and a half and is modelled very closely after the company's huge works at Ivorydale, Ohio.

The opening of the Staten Island works makes the Procter & Gamble Company undoubtedly the largest soap manufacturers in the world. This distinction has heretofore been accorded to Lever Brothers, Limited, an English concern with works on this side of the Atlantic at St. John, N. B., Toronto, Ont., and Cambridge, Mass.

Although the company has issued no report for several years, its profits have been enormous, as is indicated by the dividend record. There is \$2,250,000 8% cumulative preferred and \$9,000,000 common outstanding, a total of \$11,250,000 stock. The common stock is quoted at above \$350 per share and a considerable amount of stock has been distributed through New England. In 1905 stockholders were given rights worth between \$75 and \$100 per share. The dividend record of the common for the last 10 years follows:

Year.	Rate
1907.....	12%
1906.....	12%
1905.....	12%, *25%
1904.....	12%
1903.....	12%, *14 2-7%
1902.....	12%
1901.....	12%
1900.....	20%
1899.....	20%
1898.....	20%

*Extra.

Mr. J. Vilbois (J. Mannheimer) has just returned from a business trip on S.S. *Savoie*.

APRIL MARKET REPORT AND PRICE CURRENT.

THE ESSENTIAL OILS QUOTED BELOW ARE THOSE OF HIGH QUALITY AND UNDISPUTED PURITY ONLY.

ESSENTIAL OILS.

The marked feature of the past month has been the recession in prices of the Messina Oils. To say that they have gone to pieces is not an unfair statement of exactly what has taken place. There was no doubt that the speculators were responsible for the exaggerated range of prices, and so soon as they took off their hands the oils returned to the normal levels regulated by supply and demand. As a consequence the unusual has happened and Oils of Lemon, Orange and Bergamot can be purchased or contracted for at less than the opening prices of the early winter. It is unquestionable that American financial conditions have had much to do with this result. When the manufacturers of the United States refused to buy or contract in view of unsettled conditions here the Messina speculators lost all interest in their products and the low levels had to come. It seems as if we are at the bottom now, and those who purchase or contract at present prices will have little to lose and much to gain, for during the past day or so we have had foreign advices of a rise.

Possibly it is due to the effect of the Italian Oils, and the general lack of demand, but the entire list, with but few exceptions, shows a falling off in prices. Oil of Lavender is easier, as was predicted, and almost everything else has followed downward.

BEANS.

It is reported that there has been some buying of Bour-

bons and that much of the stock of Mexican Cuts has been gathered in by consumers, but there is no special movement in the Bean market as a whole. The demand is strengthening, as must be the case at this season of the year, and the effect upon prices will probably be felt within the next few weeks. There is no abatement in the price of Bourbons in Europe, and the stock here is far from large. What are we to expect?

SOAP MATERIALS.

There is considerable firmness in the market, with an upward tendency, on account of an increasing demand. It is notable in all the materials that there is even more reluctance to sell than to buy, although prices are somewhat better. The real story lies in the prices.

Quotations are:

Tallow, city, .05½ (hhds.); country, .05½.
Grease brown, .04¼; yellow, .04¼.
Cotton Seed Oil, crude, tanks, .35½; summer, yellow, prime, .44.
Cocoonut Oil, Cochín, .08-.08½; Ceylon, .06¾-.06¾.
Olive Oil, green, nominal; yellow, .69-.75.
Olive Oil Foots, prime, .06-.06½.
Palm Oil, Lagos, .06; red prime, .05¾.
Chemicals, borax, .06; caustic soda, 80 p. c. basis of 60%, \$1.90.
Rosin, 1st run, .25½; 2d run, .27½; 3d run, .29½; 4th run, .30½.

Almond, Bitter.....per lb.....	\$3.50	Ginger	\$5.00	Spearmint.....	\$8.00
" " F. F. P. A.....	4.50	Gingergrass	1.35	Spruce.....	.60
" Artificial.....	.75	Hemlock60	Tansy.....	4.75
" Sweet, True.....	.47-.57	Juniper Berries, twice rect....	1.30-1.50	Thyme, red, French.....	1.10
" Peach-kernel39-.41	Kananga, Java	4.00	" white, French.....	1.25
Amber, Crude.....	.14	Lavender, English.....	7.00	Vetivert, Bourbon.....	8.50
" Rectified.....	.20	" Cultivated.....	3.00	" Indian.....	42.00
Anise.....	1.15	" Fleurs, 28-30%.....	2.50	Wintergreen, artificial.....	.40
Aspic (Spike).....	1.20	Lemon.....	1.10	Wormwood.....	4.50
Bay, Porto Rico.....	3.50	Lemongrass.....	.95	Ylang Ylang.....	50.00-65.00
Bay.....	2.50	Limes, expressed.....	2.00		
Bergamot, 37-38%.....	3.25	" distilled.....	.85		
Bergamot, 35%.....	3.00	Linaloe.....	2.50		
Birch (Sweet).....	2.00	Mace, distilled.....	.90		
Bois de Rose, Femelle	4.50	Mustard, natural.....	4.50		
Cade.....	.20	" artificial.....	2.00		
Cajeput.....	.55	Myrbane, rect.....	.12		
Camphor.....	.16	Neroli, petale.....	80.00-100.00		
Caraway Seed.....	1.35	" artificial.....	17.00		
Cardamom.....	20.00	Nutmeg.....	.90		
Carvol.....	2.45	Orange, bitter.....	2.30		
Cassia, 75-80%.....	1.25	Orange, sweet.....	2.30		
Cedar, Leaf.....	.75	Origanum.....	.40		
" Wood.....	.32	Orris Root, concrete....(oz.)	3.50-4.50		
Cinnamon, Ceylon.....	8.00	Patchouly.....	4.50-5.50		
Citronella.....	.27	Pennyroyal.....	3.50		
Cloves.....	.80	Peppermint, W. C.....	1.75-1.80		
Copaiba.....	1.35	Petit Grain, American.....	5.00		
Coriander.....	14.00	" French.....	5.50		
Croton.....	.80	Pimento.....	2.25		
Cubebs.....	1.80	Rose.....(oz.)	5.75-6.50		
Eucalyptus, Australian, 70%..	.65	Rosemary, French.....	.85		
Fennel, Sweet.....	1.15	" Trieste.....	.65		
" Bitter.....	.75	Sandalwood, East India.....	3.25		
Geranium, African.....	4.00-4.25	Sassafras, artificial.....	.36		
" Bourbon.....	3.50	" natural.....	.80		
" French.....	11.00	Safrol.....	.55		
" Turkish.....	2.75	Savin.....	1.40-7.50		

BEANS.

Tonka Beans, Angostura..... .85
Surinam..... .40
Para..... .25
Vanilla Beans, Mexican..... \$4 00-6.50
" Cut..... 3.00-3.75
" Bourbon..... 2.50-3.50
" Tahiti..... 1.00-1.25

SUNDRIES.

Ambergris, black.....(oz.) \$20.00
" gray..... 35.00
Civet, horns..... 1.75-1.85
Cologne Spirit..... 2.70
Cumarin..... 3.40-3.50
Heliotropine..... 1.75-2.50
Musk, Cab., pods.....(oz.) 8.00
" grain..... 15.00
" Tonquin, pods..... 18.00
" grain..... 22.00
" Artificial, per lb..... 2.00
Orris Root, Florentine, whole. " .13
Orris Root, powdered and granulated..... .16
Talc, Italian..... .01½-.01¾
Terpineol..... .40-.50
Vanillin..... .33-.35

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